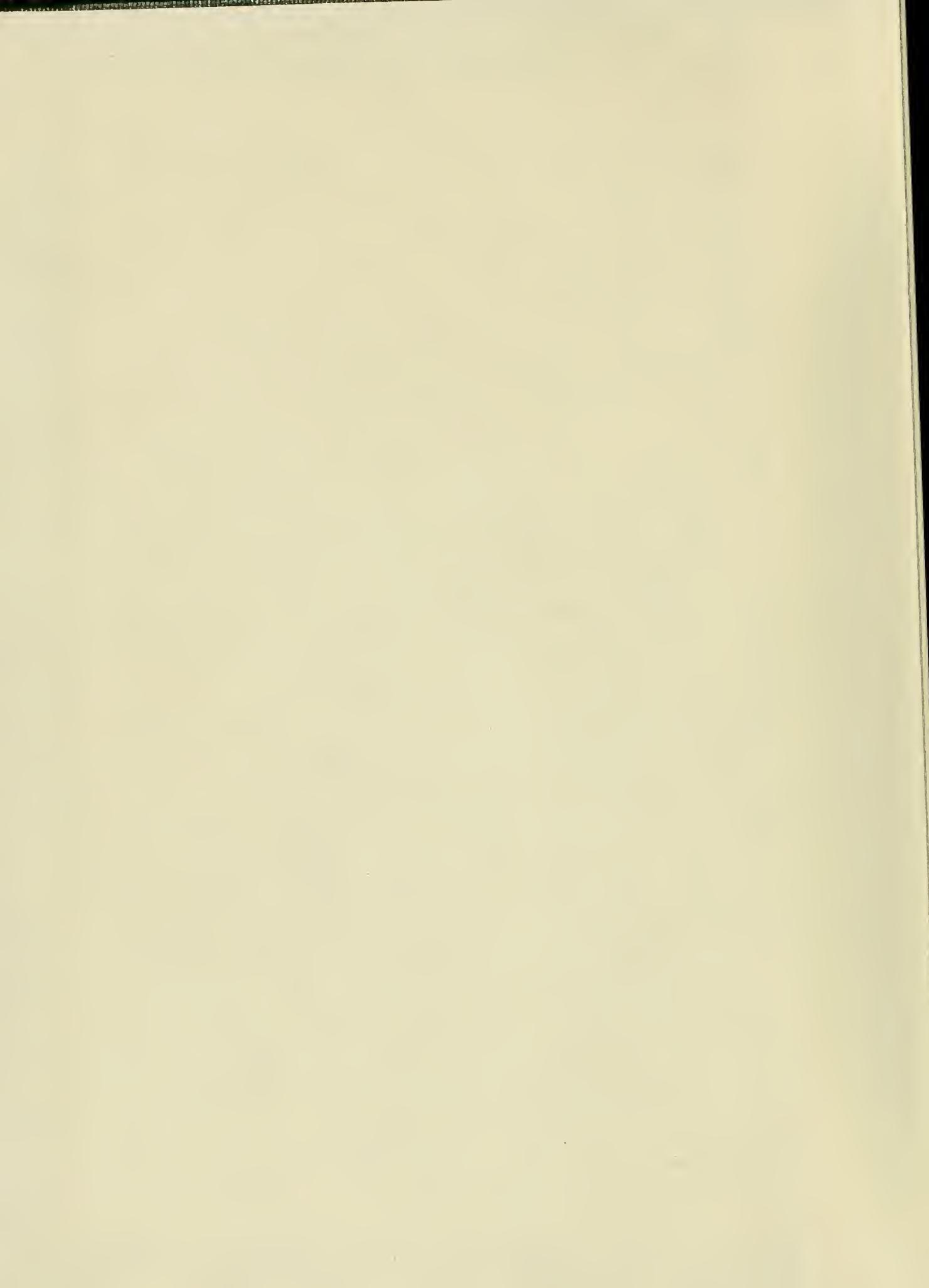
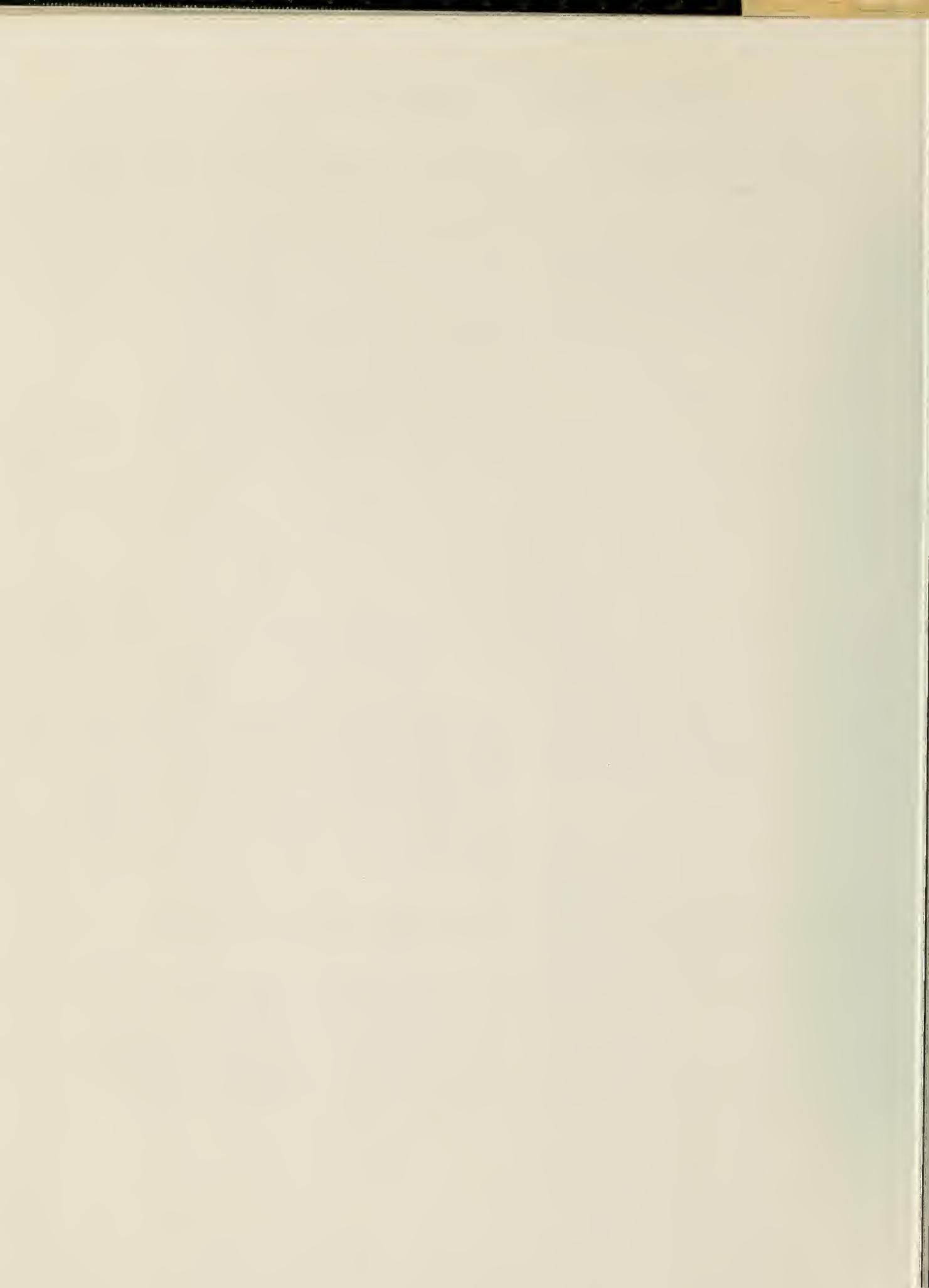


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# 1987

# Census of

# Wholesale Trade

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WC87-A-49

GEOGRAPHIC AREA SERIES

## West Virginia



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## ACKNOWLEDGMENTS

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If you have any questions concerning the statistics in this report, call (301) 763-5281.

# 1987

## Census of Wholesale Trade

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WC87-A-49

GEOGRAPHIC AREA SERIES

## West Virginia

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Issued September 1989



**U.S. Department of Commerce**

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# INTRODUCTION

## PURPOSE AND USES OF THE ECONOMIC CENSUSES

The economic censuses are the major source of facts about the structure and functioning of the Nation's economy. They provide essential information for government, business, industry, and the general public.

*Economic censuses furnish an important part of the framework for such composite measures as the gross national product, input-output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions.*

*Policy-making agencies of the Federal Government use the data, especially in monitoring economic activity and providing assistance to business.*

*State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.*

*Trade associations study trends in their own and competing industries, and keep their members informed of market changes.*

*Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.*

## AUTHORITY AND SCOPE

Title 13 of the United States Code (sections 131, 191, and 224) directs the Census Bureau to take the economic censuses every 5 years, covering years ending in 2 and 7. The 1987 Economic Censuses consist of the—

- Census of Retail Trade
- Census of Wholesale Trade
- Census of Service Industries
- Census of Transportation
- Census of Manufactures
- Census of Mineral Industries
- Census of Construction Industries

Special programs also cover enterprise statistics and minority-owned and women-owned businesses. (The 1987 Census of Agriculture and 1987 Census of Governments are conducted separately.) The next economic censuses are scheduled to be taken in 1993 covering the year 1992.

## AVAILABILITY OF THE DATA

The results of each of the economic censuses are available in printed reports, for sale by the U.S. Government Printing Office, and on microfiche, computer tape, compact discs with read-only memory, and flexible diskettes, for sale by the Census Bureau. Order forms for all types of products are available on request from Customer Services, Census Bureau, Washington, DC 20233. A more complete description of publications being issued from this census is on the inside back cover of this document.

Census facts are also widely disseminated by trade associations, business journals, and newspapers. Volumes containing census statistics are available in most major public and college libraries. Finally, State Data Centers in every State and Business and Industry Data Centers in many States also supply economic census statistics.

## WHAT'S NEW IN 1987

Several changes have taken place for the 1987 censuses. Data will be reported on the basis of the newly revised Standard Industrial Classification (SIC) system with selected reports including "bridge tables," linking the old and new classification systems. A new set of metropolitan areas has been adopted, and more detailed information will be available for businesses with no paid employees. For additional information on these changes, review the subsequent text.

## HISTORICAL INFORMATION

The economic censuses have been taken together as an integrated program at 5-year intervals since 1967, and before that for 1963, 1958, and 1954. Prior to that time, the individual censuses were taken separately at varying intervals.

The economic censuses trace their beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for 1840 and subsequent censuses to include mining and some commercial

activities. In 1902, Congress established a permanent Census Bureau and directed that a census of manufactures be taken every 5 years. The 1905 manufactures census was the first time a census was taken apart from the regular every-10-year population census.

The first census of business was taken in 1930, covering 1929. Initially it covered retail and wholesale trade, and construction industries, but it was broadened in 1933 to include some of the service trades.

The 1954 economic censuses were the first to be fully integrated—providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. These were the first censuses to be taken by mail, using lists of firms provided by the administrative records of other federal agencies. Since 1963, administrative records have also been used to provide basic statistics as well for very small firms, reducing or eliminating the need to send them census questionnaires. The Enterprise Statistics Program, which publishes combined data from the economic censuses, was made possible with the implementation of the integrated census program in 1954.

The range of industries covered in the economic censuses has continued to expand. The Census of Construction Industries began on a regular basis in 1967, and the scope of service industries was broadened in 1967, 1977, and 1987. The Census of Transportation began in 1963 as a set of surveys covering travel, transportation of commodities, and trucks. New for 1987 are publications reporting on business establishments engaged in several transportation industries, paralleling the data on establishments in other sectors. This is part of a gradual expansion in coverage of industries previously subjected to government regulation. The Survey of Minority-Owned Business Enterprises was first conducted as a special project in 1969 and was incorporated into the economic censuses in 1972 along with the Survey of Women-Owned Businesses.

Economic censuses have also been taken in Puerto Rico since 1909, in the Virgin Islands and Guam since 1958, and in the Northern Mariana Islands since 1982.

Statistical reports from the 1982 and earlier censuses provide historical figures for the study of long-term time series, and are available in some large libraries. All of the census data published since 1967 are still available for sale on microfiche from the Census Bureau.

## AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

While the censuses provide complete enumerations every 5 years, there are many needs for more frequent data as well. The Census Bureau conducts a number of monthly, quarterly, and annual surveys, the results of which appear in publication series such as *Current Business Reports* (retail and wholesale trade and service industries), the *Annual Survey of Manufactures*, *Current Industrial Reports*, and the *Quarterly Financial Report*. Most of these surveys, while providing more frequent

observations, yield less kind-of-business and geographic detail than the censuses. The *County Business Patterns* program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

## SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1987 Economic Censuses and Related Statistics*. More information on the methodology, procedures, and history of the censuses will be published in the *History of the 1987 Economic Censuses*. Contact Customer Services for information on availability.

## CENSUS OF WHOLESALE TRADE

The 1987 Census of Wholesale Trade, part of the 1987 Economic Censuses, covered wholesale trade as defined in the Standard Industrial Classification (SIC) Manual.<sup>1</sup> It included all establishments with one or more paid employees primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional users; or to other wholesalers. Companies selling products to which they have title, as well as to those acting as agents or brokers in buying merchandise for or selling merchandise to others, are included. The census excluded governmental organizations classified in the covered industries except for wholesale liquor establishments operated by State and local governments.

The basic tabulations in this report do not include data for establishments which are "auxiliary" (primary function is providing a service, such as warehouses) to wholesale establishments with the same organization. Data for auxiliaries are presented in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

Wholesale firms without employees are excluded from the census. In the census of retail trade, the sales of firms with no paid employees are derived from administrative records of other Federal agencies rather than from a direct canvass. These sources proved impractical for wholesale firms without paid employees. In the census of wholesale trade, the sales value is the gross volume of business conducted. Firms which operate wholly or partly on a commission basis must provide both the gross volume of business conducted and commission receipts on census forms. Agents and brokers do not report to other Federal agencies the gross selling value of goods. Moreover, administrative records make no distinction between commission receipts and sales by wholesalers.

Appendix A gives a more detailed explanation of census coverage and methodology.

<sup>1</sup>Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

## CENSUS DISCLOSURE RULES

In accordance with Federal law governing census reports, no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure, so this information may be released even though other information is withheld.

## GEOGRAPHIC AREAS COVERED

This report series presents data for the following areas:

1. The United States as a whole.
2. Each State and the District of Columbia.
3. Each consolidated metropolitan statistical area (CMSA) and primary metropolitan statistical area (PMSA) defined by the Office of Management and Budget as of June 30, 1987. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSA's which have a population of at least 1,000,000<sup>2</sup> and which meet specific criteria of urban character and of social and economic integration.
4. Each metropolitan statistical area (MSA) defined by the Office of Management and Budget as of June 30, 1987. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants.<sup>2</sup> Each MSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. The area within the State outside metropolitan statistical areas.
6. Each county or county equivalent.<sup>3</sup> <sup>4</sup>
7. Each municipality of 2,500 inhabitants or more incorporated as a city, borough, village, or town.<sup>2</sup> <sup>3</sup> For the economic censuses, census areas and boroughs in Alaska, boroughs in New York, and towns in New York and Wisconsin are not included in this category.
8. Special economic urban areas (SEUA's), which include townships in New Jersey and Pennsylvania and towns in New England with 10,000 inhabitants or more.<sup>2</sup>

<sup>2</sup>According to 1980 Census of Population or subsequent special census.

<sup>3</sup>Those defined as of January 1, 1987.

<sup>4</sup>See appendix F for Alaska, Louisiana, Maryland, Missouri, Montana, Nevada, Virginia, and District of Columbia county equivalents.

## DOLLAR VALUES

All dollar values presented in this report are expressed in current dollars, i.e., 1987 data are expressed in 1987 dollars and 1982 data in 1982 dollars. Consequently, when making comparisons to prior years, users of the data should consider the inflation that has occurred.

## RELIABILITY OF DATA

All data compiled in this report originated from either census questionnaires or administrative records of other Federal agencies and, therefore, are not subject to sampling errors. However, the data are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

The Bureau of the Census obtains on computer tape limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication. For an indication of the extent that data included in these reports were obtained from the administrative records of other Federal agencies and from estimation, rather than reports directly from respondents, see appendix E. Also, see appendix A for a more detailed explanation of census coverage and methodology.

## SPECIAL TABULATIONS

Special tabulations of data collected in the 1987 Census of Wholesale Trade may be obtained, depending on availability of time and personnel, on diskette, computer tape, or in tabular form. The data will be in summary form and subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) as are the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief, Business Division, Bureau of the Census, Washington, DC 20233.

To discuss a special tabulation before submitting specifications, call 301-763-5282.

## ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in the publication:

- Represents zero.
- (D) Withheld to avoid disclosing data for individual companies; data are included in broader kind-of-business totals.

(IC)	Independent city.
(NA)	Not available.
(NC)	Not comparable.
(X)	Not applicable.
CMSA	Consolidated Metropolitan Statistical Area.
MSA	Metropolitan Statistical Area.
n.e.c.	Not elsewhere classified.
PMSA	Primary Metropolitan Statistical Area.
pt.	Part.
r	Revised.
SIC	Standard Industrial Classification.

# Users' Guide for Locating Statistics in This Report by Table Number

Information shown in tables	Table										
	1	2	3	4	5	6	7	8	9	10	11
<b>GEOGRAPHIC AREAS</b>											
The State .....	X	X	X	X						X	X
CMSA's and MSA's in the State .....								X			
PMSA's in the State .....							X	X			
Area of the State not in any CMSA, PMSA, or MSA .....					X				X		
Counties in the State .....					2X	1X	1X				
Places in the State .....									2X		X
<b>DATA ITEMS<sup>3</sup></b>											
Establishments.....	X		4X	4X	5X	5X	5X	5X	5X		
Sales .....	X		4X	4X	5X	5X	5X	5X	5X	X	X
Annual Payroll .....	X		4X	4X	6X	6X	6X	6X	6X		
First quarter payroll.....	X			4X							
Paid employees for pay period including March 12, 1987 .....	X		4X	4X	6X	6X	6X	6X	6X		
Inventories .....	X			4X							
Operating expenses .....	X			4X							
1982 to 1987 comparative statistics (sales, payroll) .....			4X								
Sales per establishment.....		X									
Sales per employee .....		X									
Annual payroll per employee.....		X									
Annual payroll as a percent of operating expenses.....		X									
Employees per establishment.....		X									
Operating expenses as a percent of sales .....		X									
End-of-year inventories as a percent of sales.....		X									
Counties ranked by volume of sales .....											
Places ranked by volume of sales.....									2X		X

<sup>1</sup>Includes areas with 200 wholesale establishments or more.

<sup>2</sup>Includes places with 2,500 inhabitants or more, according to the 1980 Census of Population.

<sup>3</sup>See Explanation of Terms, appendix A.

<sup>4</sup>Based on 1972 Standard Industrial Classification.

<sup>5</sup>Manufacturers' sales branches and offices, and agents, brokers, and commission merchants are combined and displayed as "other types of operation."

<sup>6</sup>Presented for total and merchant wholesalers only.

# Users' Guide for Locating Statistics in the 1987 Census of Wholesale Trade Reports

Report and geographic area	Information shown in reports by kind of business or industry category										
	Number of establishments	Sales (\$1,000)	Payroll (\$1,000)	Number of employees	Inventory (\$1,000)	Operating expenses (\$1,000)	Commodity line sales (\$1,000)	Sales size and employment size <sup>1</sup>	Legal form of organization	Petroleum bulk stations and terminals	Selected topics
<b>GEOGRAPHIC AREA SERIES</b>											
United States .....	X	X	X	X	X	X					
State .....	X	X	X	X	X	X					
CMSA, PMSA, MSA .....	X	X	X	X							
County .....	X	X	X	X							
Place .....	X	X	X	X							
<b>ESTABLISHMENT AND FIRM SIZE (INCLUDING LEGAL FORM OF ORGANIZATION)</b>											
United States .....	X	X	<sup>2</sup> X	<sup>2</sup> X	<sup>2</sup> X	<sup>2</sup> X		X	X		
<b>MEASURES OF VALUE PRODUCED, CAPITAL EXPENDITURES, DEPRECIABLE ASSETS, AND OPERATING EXPENSES</b>											
United States <sup>2</sup> .....		X	X		X	X			X		<sup>3</sup> X
<b>COMMODITY LINE SALES</b>											
United States .....	X	X						X			
State <sup>4</sup> .....	X	X						X			
CMSA <sup>4</sup> .....	X	X						X			
<b>MISCELLANEOUS SUBJECTS</b>											
United States .....	X	X	X	X	X	X				X	<sup>5</sup> X
State .....										X	
County .....										X	

<sup>1</sup>Establishments and firms.

<sup>2</sup>Merchandise wholesalers only.

<sup>3</sup>Value produced, capital expenditures, depreciable assets, and selected operating expenses detail.

<sup>4</sup>Available on microfiche only.

<sup>5</sup>Class of customer, employment by principal activity, detailed type of operation, inventory detail, and commissions of agents and brokers.

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## West Virginia

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## SUMMARY OF FINDINGS

Data from the 1987 Census of Wholesale Trade show that based on definitions used in 1982 West Virginia's 2,444 wholesale establishments had sales totaling \$5.9 billion. In 1982, 2,380 wholesalers had sales of \$6.1 billion.

Merchant wholesalers lead the three major type of operation categories in 1987 with 2,124 establishments and sales of \$4.4 billion; followed by manufacturers' sales branches and offices, with 203 establishments and sales of \$1.1 billion; and agents and brokers, with 117 establishments and sales of \$444 million.

Annual payroll of all wholesalers in the State amounted to \$477 million, compared to \$430 million for 1982. In 1987, merchant wholesalers accounted for \$383 million, followed by manufacturers' sales branches and offices with \$81.4 million and agents and brokers with \$12.9 million.

Paid employees engaged in wholesale trade in the State totaled 24,217 as of mid-March 1987 compared to 25,822 in 1982. Merchant wholesalers were the largest employers in 1987, with 20,669 employees; followed by manufacturers' sales branches and offices, with 2,854 employees; and agents and brokers, with 694 employees.

Payroll per employee averaged \$19.7 thousand for all wholesalers; \$18.5 thousand for merchant wholesalers; \$28.5 thousand for manufacturers' sales branches and offices; and \$18.6 thousand for agents and brokers.

Operating expenses as a percent of sales for all wholesalers in the State increased from 14.5 percent in 1982 to 16.2 percent in 1987. The percentage for merchant wholesalers was up from 17.2 percent to 17.8 percent for the

same period, while manufacturers' sales branches and offices were up from 10.0 percent to 14.5 percent, and agents and brokers remained the same at 5.7 percent.

Sales by petroleum bulk stations and terminals in 1987 accounted for 9.7 percent of the State's total sales by all wholesalers compared to 13.9 percent in 1982. Other leading wholesale kinds-of-business in 1987 were coal and other minerals and ores wholesalers with 7.8 percent, construction and mining machinery and equipment wholesalers with 7.5 percent and general-line grocery wholesalers with 6.7.

Sales per establishment for all wholesalers in 1987 averaged \$2.4 million per establishment, down from \$2.6 million in 1982. General-line grocery wholesalers averaged the highest with \$12.3 million per establishment, followed by drugs, drug proprietaries, and druggists' sundries wholesalers \$12.0 million; and coal and other minerals and ores wholesalers at \$8.7 million.

Sales per employee for all wholesalers in the State averaged \$245 thousand in 1987. There was a wide variance by kind of business ranging from a high of \$1.1 million for coal and other minerals and ores wholesalers to a low of \$72.7 thousand for used motor vehicles parts wholesalers.

Kanawha County led all counties in the State, accounting for 22.5 percent of total sales by wholesalers. Charleston had the largest sales among all places in the State, accounting for 14.9 percent.

**Figure 1. State Map**

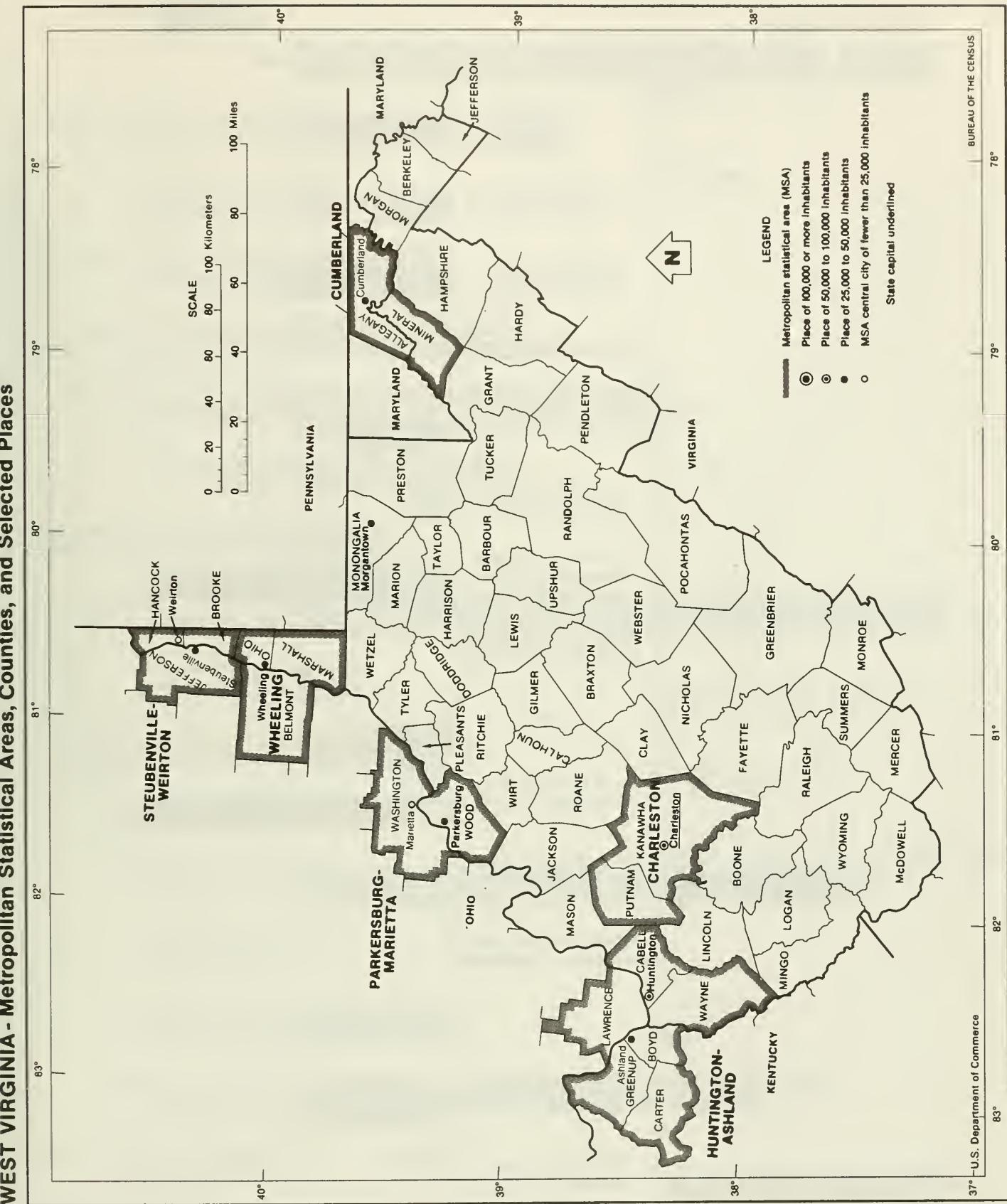
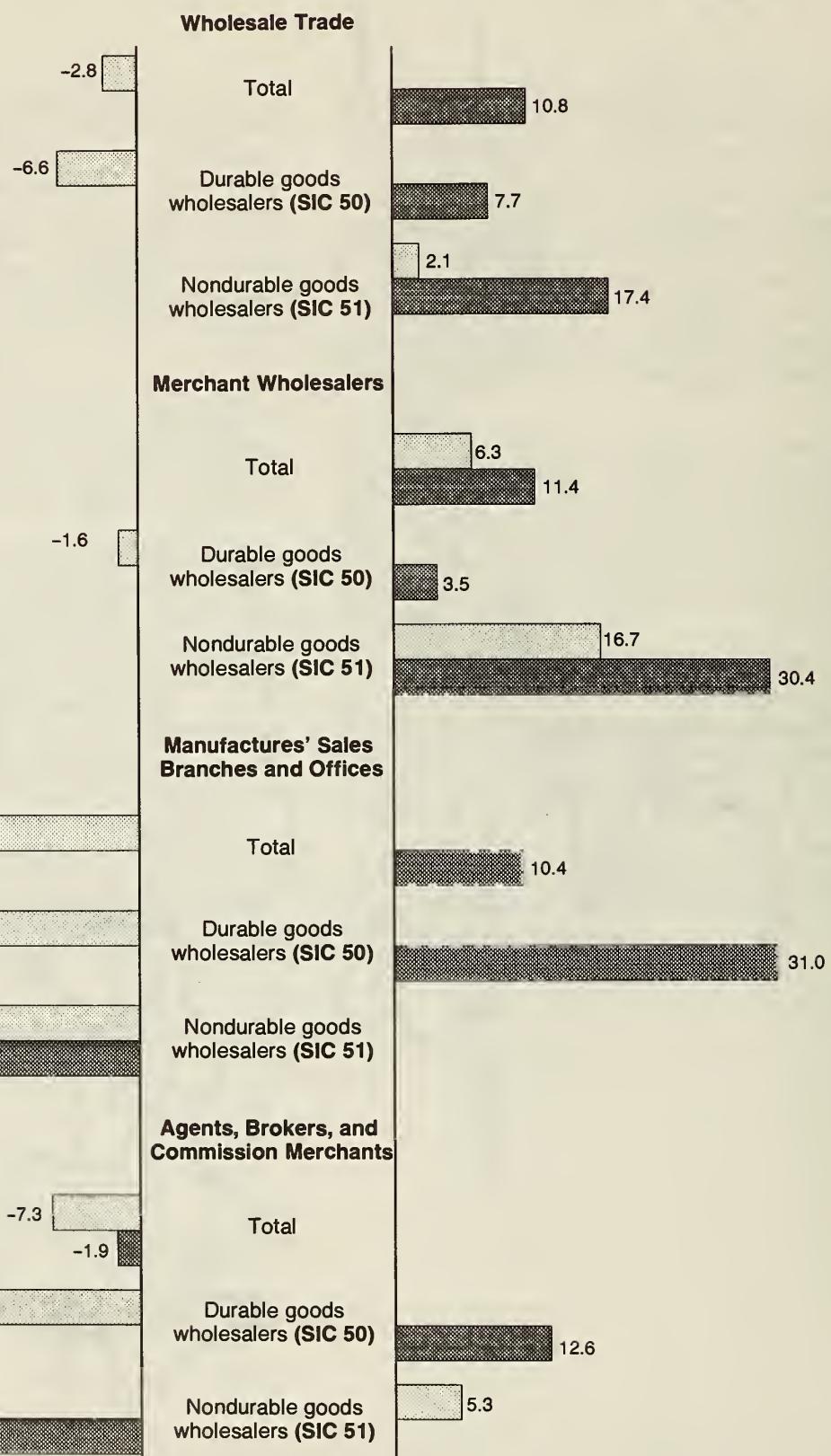


Figure 2. Percent Change in Sales and Annual Payroll: 1982 to 1987

West Virginia

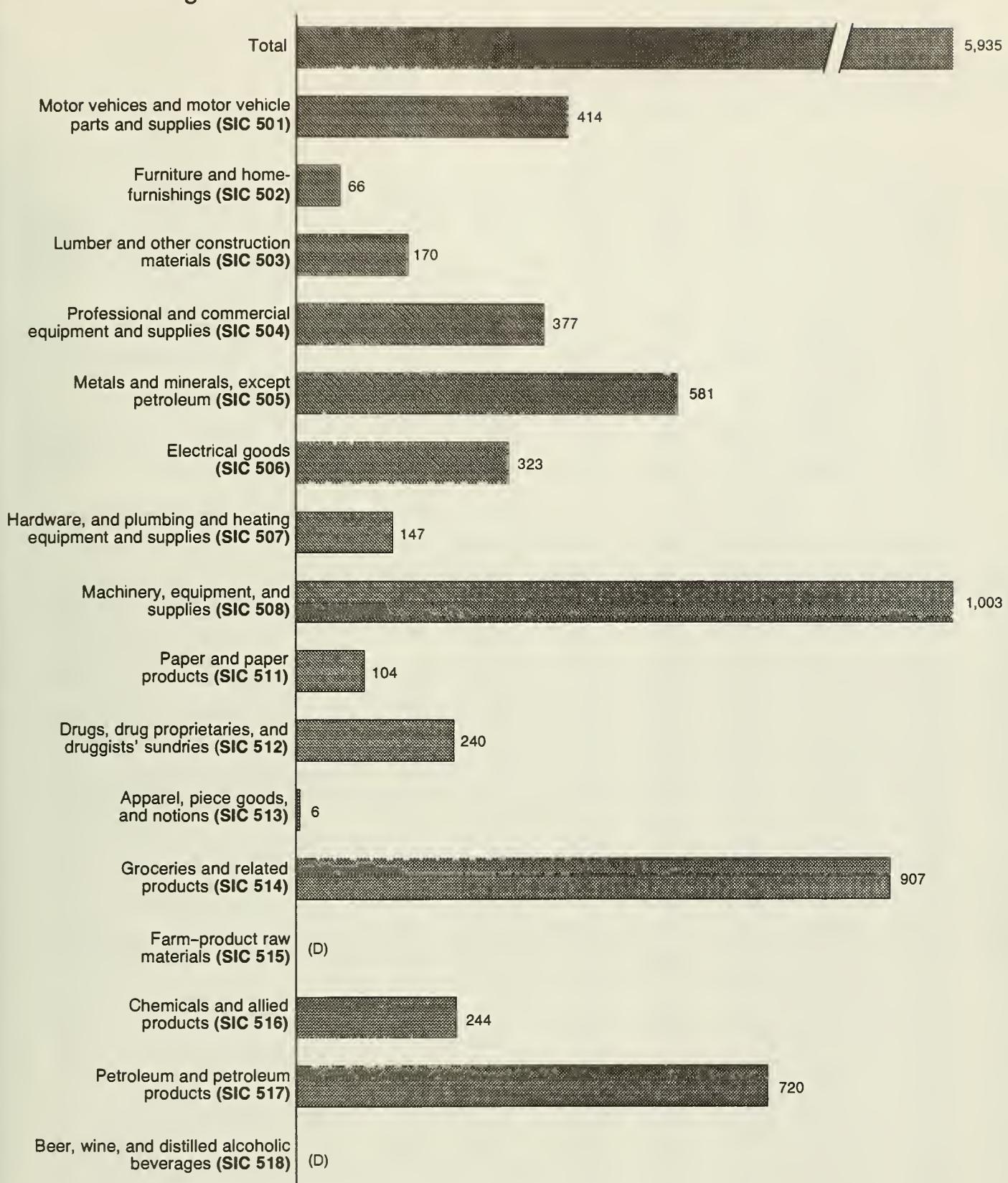
Sales  
Payroll



Note: Data are based on 1972 Standard Industrial Classification.  
For meaning of abbreviations and symbols, see introductory text.

Figure 3. Wholesale Sales by Industry Group: 1987  
(Million dollars)

West Virginia



Note: For meaning of abbreviations and symbols, see introductory text.



Table 1. Summary Statistics for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
	Wholesale trade -----	2 444	5 935 356	476 934	114 588	24 217	963 783	552 881	581 829
<b>TYPES OF OPERATION</b>									
	Merchant wholesalers -----	2 124	4 358 919	382 609	91 484	20 669	774 912	489 974	517 148
	Wholesale distributors and jobbers -----	2 090	4 282 628	377 199	90 226	20 368	762 285	486 900	514 131
	Importers -----	20	29 139	3 364	762	146	7 719	2 683	2 609
	Exporters -----	5	7 189	690	170	50	2 299	231	198
	Terminal grain elevators -----	-	-	-	-	-	-	-	-
	Country grain elevators -----	-	-	-	-	-	-	-	-
	Assemblers of farm products, except country grain elevators -----	9	39 963	1 356	326	105	2 609	160	208
	Manufacturers' sales branches and sales offices -----	203	1 132 156	81 406	20 180	2 854	183 684	59 523	81 424
	Sales branches (with stock) -----	153	741 527	61 889	15 761	2 336	127 012	59 523	61 424
	Sales offices (without stock) -----	50	390 629	19 517	4 419	518	38 672	-	-
	Agents, brokers, and commission merchants -----	117	444 281	12 919	2 924	694	25 167	3 384	3 059
	Auction companies -----	11	54 713	597	98	170	1 372	-	-
	Brokers -----	35	212 125	4 384	929	159	8 200	1 534	1 216
	Commission merchants -----	21	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Import agents -----	-	-	-	-	-	-	-	-
	Export agents -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Manufacturers' agents -----	49	141 632	6 841	1 615	272	13 036	1 498	1 531
<b>TYPES OF OPERATION BY KIND OF BUSINESS</b>									
	Wholesale trade -----	2 444	5 935 356	476 934	114 588	24 217	963 763	552 881	581 629
50	Durable goods -----	1 646	3 222 457	316 930	75 941	15 374	618 765	405 874	426 168
501	Motor vehicles and motor vehicle parts and supplies -----	370	413 678	49 649	12 046	2 913	99 405	73 283	74 165
5012	Automobiles and other motor vehicles -----	24	111 565	9 605	2 343	485	18 255	16 954	17 702
5013	Motor vehicle supplies and new parts -----	258	193 030	27 852	6 596	1 761	55 725	44 005	44 024
5014	Tires and tubes -----	54	100 218	10 984	2 794	545	22 897	11 438	11 645
5015	Motor vehicle parts, used -----	34	8 865	1 208	313	122	2 528	886	794
502	Furniture and homefurnishings -----	42	65 715	9 461	2 150	527	15 727	9 015	9 737
5021	Furniture -----	22	28 304	4 243	1 082	231	6 568	3 694	3 713
5023	Homefurnishings -----	20	37 411	5 218	1 068	296	9 159	5 321	6 024
503	Lumber and other construction materials -----	102	169 886	18 115	3 837	1 016	36 450	16 266	17 347
5031	Lumber, plywood, millwork, and wood panels -----	39	84 288	6 881	1 499	458	14 130	8 531	9 240
5032	Brick, stone, and related construction materials -----	22	32 140	4 326	787	208	9 570	1 747	2 019
5033	Roofing, siding, and insulation materials -----	12	25 865	1 506	369	80	4 277	3 436	3 193
5039	Construction materials, n.e.c. -----	29	27 593	5 402	1 182	270	8 473	2 552	2 895
504	Professional and commercial equipment and supplies -----	205	377 191	57 613	14 122	2 415	110 357	26 045	26 301
5043	Photographic equipment and supplies -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment -----	66	81 183	15 427	3 721	761	28 844	7 332	8 079
5045	Computers and computer peripheral equipment and software -----	46	144 123	22 187	5 456	717	40 342	6 774	7 100
5046	Commercial equipment, n.e.c. -----	26	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies -----	40	64 524	7 186	2 001	392	14 867	6 493	6 769
5048	Ophthalmic goods -----	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c. -----	15	14 780	2 451	646	157	5 889	3 066	1 807
505	Metals and minerals, except petroleum -----	92	580 879	18 647	4 427	766	40 162	19 631	34 497
5051	Metals service centers and offices -----	39	119 980	6 546	1 551	350	14 868	14 519	19 434
5052	Coal and other minerals and ores -----	53	460 899	12 101	2 876	416	25 294	5 112	15 063
506	Electrical goods -----	128	322 926	26 016	6 445	1 258	51 236	36 946	40 335
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	81	231 676	16 998	4 230	832	33 509	24 279	27 015
5064	Electrical appliances, television and radio sets -----	12	61 466	4 233	1 037	188	8 394	7 999	7 812
5065	Electronic parts and equipment, n.e.c. -----	35	29 784	4 785	1 178	238	9 333	4 668	5 508
507	Hardware, and plumbing and heating equipment and supplies -----	109	146 834	15 904	3 884	862	30 948	25 374	26 293
5072	Hardware -----	26	31 446	4 379	1 142	250	8 333	6 526	5 742
5074	Plumbing and heating equipment and supplies (hydronics) -----	48	61 866	6 989	1 673	394	13 209	10 285	12 298
5075	Warm air heating and air-conditioning equipment and supplies -----	25	43 194	3 636	877	168	7 225	6 629	6 268
5078	Refrigeration equipment and supplies -----	10	10 328	900	192	50	2 181	1 934	1 985
508	Machinery, equipment, and supplies -----	464	1 002 566	106 591	25 572	4 555	200 726	179 427	178 156
5082	Construction and mining (except petroleum) machinery and equipment -----	129	444 024	41 699	10 389	1 621	77 994	101 421	101 222
5083	Farm and garden machinery and equipment -----	46	36 802	3 980	842	294	8 235	13 020	13 540
5084	Industrial machinery and equipment -----	143	310 719	34 254	8 184	1 405	61 881	32 837	31 740
5085	Industrial supplies -----	102	178 125	22 095	5 173	979	42 445	28 238	27 491
5087	Service establishment equipment and supplies -----	40	27 744	4 019	866	229	9 041	3 087	3 383
5088	Transportation equipment and supplies, except motor vehicles -----	4	5 152	544	118	27	1 130	824	780
509	Miscellaneous durable goods -----	134	142 782	14 934	3 458	1 062	33 754	19 687	19 335
5091	Sporting and recreational goods and supplies -----	19	35 142	2 867	674	235	6 322	5 734	6 953
5092	Toys and hobby goods and supplies -----	7	5 460	583	102	49	2 068	710	629
5093	Scrap and waste materials -----	50	55 661	6 721	1 577	485	15 523	4 876	4 542
5094	Jewelry, watches, precious stones, and precious metals -----	8	5 549	465	96	29	1 019	1 211	1 339
5099	Durable goods, n.e.c. -----	50	40 970	4 298	1 009	264	8 822	7 156	5 872

Table 1. Summary Statistics for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A.]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS</b>									
—Con.									
Wholesale trade—Con.									
51	<b>Nondurable goods</b>	798	2 712 899	160 004	38 847	8 843	344 998	147 207	155 463
511	Paper and paper products	71	104 160	13 304	3 262	724	24 119	8 392	9 200
5111	Printing and writing paper	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies	51	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper	18	54 287	6 597	1 705	275	11 754	4 914	5 253
512	Drugs, drug proprietaries, and druggists' sundries	20	240 278	8 265	1 865	403	19 444	27 826	29 706
5122	Drugs, drug proprietaries, and druggists' sundries	20	240 278	9 285	1 865	403	19 444	27 826	29 706
513	Apparel, piece goods, and notions	9	5 619	768	259	39	1 321	647	689
5131	Piece goods, notions, and other dry goods	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	—	—	—	—	—	—	—	—
514	Groceries and related products	210	906 516	58 494	14 527	3 384	118 534	38 815	41 716
5141	Groceries, general line	32	394 183	18 683	5 008	1 086	37 982	27 610	29 753
5142	Packaged frozen foods	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned	30	63 858	4 308	1 175	261	9 646	755	826
5144	Poultry and poultry products	5	17 303	1 121	257	88	2 355	298	354
5145	Confectionery	21	23 879	2 872	695	199	4 903	1 008	1 067
5146	Fish and seafoods	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products	13	58 634	3 688	787	246	7 238	1 436	1 602
5148	Fresh fruits and vegetables	31	74 213	5 153	1 198	352	9 888	660	753
5149	Groceries and related products, n.e.c.	69	257 782	21 122	5 047	1 018	43 655	6 343	6 387
515	Farm-product raw materials	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5153	Grain and field beans	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock	20	69 812	834	129	204	1 794	12	23
5159	Farm-product raw materials, n.e.c.	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products	57	244 404	14 690	3 833	558	35 101	19 021	19 518
5162	Plastics materials and basic forms and shapes	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c.	53	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	153	719 927	26 100	6 500	1 364	69 743	23 869	23 945
5171	Petroleum bulk stations and terminals	119	577 332	20 695	5 122	1 125	56 632	19 283	19 799
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	34	142 595	5 405	1 378	239	13 111	4 586	4 146
518	Beer, wine, and distilled alcoholic beverages	63	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale	61	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	191	274 391	19 684	4 583	1 433	40 685	20 862	22 420
5191	Farm supplies	91	77 500	6 576	1 445	575	15 371	9 948	10 493
5192	Books, periodicals, and newspapers	15	16 911	1 802	528	150	3 983	1 074	1 146
5193	Flowers, nursery stock, and florists' supplies	11	4 978	764	181	77	1 887	302	310
5194	Tobacco and tobacco products	24	146 853	8 759	1 557	388	12 659	7 512	8 446
5198	Paints, varnishes, and supplies	15	12 801	1 091	249	71	2 360	1 106	1 036
5199	Nondurable goods, n.e.c.	35	15 348	2 692	623	172	4 425	920	989
Merchant wholesalers									
50	<b>Durable goods</b>	2 124	4 358 919	382 809	91 484	20 669	774 912	489 974	517 146
501	Motor vehicles and motor vehicle parts and supplies	362	382 210	47 872	11 613	2 842	96 338	71 343	72 185
5012	Automobiles and other motor vehicles	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts	253	186 558	27 325	6 477	1 735	54 658	42 716	42 657
5014	Tires and tubes	53	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015	Motor vehicle parts, used	34	8 865	1 208	313	122	2 528	886	794
502	Furniture and homefurnishings	42	65 715	9 461	2 150	527	15 727	9 015	9 737
5021	Furniture	22	28 304	4 243	1 082	231	6 568	3 694	3 713
5023	Homefurnishings	20	37 411	5 218	1 068	296	9 159	5 321	6 024
503	Lumber and other construction materials	92	155 672	17 228	3 662	969	34 747	15 899	16 913
5031	Lumber, plywood, millwork, and wood panels	36	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5032	Brick, stone, and related construction materials	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c.	26	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	166	149 738	23 454	5 893	1 411	47 181	17 679	18 125
5043	Photographic equipment and supplies	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment	54	57 995	9 307	2 270	552	19 313	5 427	6 525
5045	Computers and computer peripheral equipment and software	—	—	—	—	—	—	—	—
5046	Commercial equipment, n.e.c.	29	15 154	2 572	564	146	4 588	1 608	1 695
5047	Medical, dental, and hospital equipment and supplies	25	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5048	Ophthalmic goods	33	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c.	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c.	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	65	303 457	13 231	3 281	577	29 142	14 992	30 535
5051	Metals service centers and offices	31	89 158	5 186	1 225	279	11 843	12 507	17 138
5052	Coal and other minerals and ores	34	214 301	8 045	2 058	298	17 299	2 485	13 397
506	Electrical goods	106	237 309	23 213	5 746	1 154	45 763	35 257	38 574
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	63	149 307	14 642	3 838	746	28 736	22 646	25 275
5064	Electrical appliances, television and radio sets	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c.	32	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 1. Summary Statistics for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]									
1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period Including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS</b> —Con.									
<b>Merchant wholesalers</b> —Con.									
50	Durable goods—Con.								
507	Hardware, and plumbing and heating equipment and supplies	98	131 340	13 903	3 262	807	27 581	24 321	25 301
5072	Hardware	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics)	43	58 893	6 809	1 634	385	12 903	10 272	12 268
5075	Worn air heating and air-conditioning equipment and supplies	21	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies	10	10 328	900	192	50	2 181	1 934	1 985
508	Machinery, equipment, and supplies	405	745 731	88 819	21 206	3 958	165 743	147 850	145 589
5082	Construction and mining (except petroleum) machinery and equipment	110	344 814	34 633	8 575	1 348	64 383	76 187	74 314
5083	Farm and garden machinery and equipment	46	36 802	3 980	842	294	8 235	13 020	13 540
5084	Industrial machinery and equipment	110	173 438	25 024	5 992	1 146	43 204	28 135	27 525
5085	Industrial supplies	97	163 431	20 888	4 880	922	40 232	27 594	26 823
5087	Service establishment equipment and supplies	39	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	129	139 397	14 680	3 399	1 035	33 172	19 667	19 323
5091	Sporting and recreational goods and supplies	19	35 142	2 867	674	235	6 322	5 734	6 953
5092	Toys and hobby goods and supplies	7	5 460	583	102	49	2 068	710	629
5093	Scrap and waste materials	48	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals	8	5 549	465	96	29	1 019	1 211	1 339
5099	Durable goods, n.e.c.	47	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	Nondurable goods	659	2 048 352	130 748	31 272	7 389	279 508	133 951	140 884
511	Paper and paper products	60	74 409	10 067	2 485	596	17 708	6 824	7 093
5111	Printing and writing paper	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies	44	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	20	240 278	9 265	1 865	403	19 444	27 826	29 706
5122	Drugs, drug proprietaries, and druggists' sundries	20	240 278	9 265	1 865	403	19 444	27 826	29 706
513	Apparel, piece goods, and notions	9	5 619	768	259	39	1 321	647	689
5131	Piece goods, notions, and other dry goods	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	—	—	—	—	—	—	—	—
514	Groceries and related products	160	636 694	40 780	10 056	2 545	79 254	35 560	38 515
5141	Groceries, general line	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned	13	20 261	684	165	45	1 832	61	68
5144	Poultry and poultry products	5	17 303	1 121	257	88	2 355	298	354
5145	Confectionery	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5148	Fresh fruits and vegetables	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	Groceries and related products, n.e.c.	49	85 231	9 611	2 225	515	16 315	4 023	4 203
515	Farm-product raw materials	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5153	Grain and field beans	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c.	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products	45	215 717	12 664	3 339	476	30 961	18 461	18 598
5162	Plastics materials and basic forms and shapes	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c.	41	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	113	463 237	21 425	5 179	1 200	57 748	16 577	16 048
5171	Petroleum bulk stations and terminals	86	345 579	16 857	4 020	998	46 053	12 494	12 238
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	27	117 658	4 568	1 159	202	11 695	4 083	3 810
518	Beer, wine, and distilled alcoholic beverages	62	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale	60	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	179	263 503	18 924	4 411	1 386	38 851	20 281	21 946
5191	Farm supplies	91	77 500	6 576	1 445	575	15 371	9 948	10 493
5192	Books, periodicals, and newspapers	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5193	Flowers, nursery stock, and florists' supplies	11	4 978	764	181	77	1 887	302	310
5194	Tobacco and tobacco products	24	146 853	6 759	1 557	388	12 659	7 512	8 446
5198	Paints, varnishes, and supplies	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>Manufacturers' sales branches and sales offices</b>									
50	Durable goods	203	1 132 158	81 406	20 180	2 854	183 684	59 523	61 424
501	Motor vehicles and motor vehicle parts and supplies	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings	—	—	—	—	—	—	—	—
503	Lumber and other construction materials	7	9 818	721	145	32	1 414	367	434
504	Professional and commercial equipment and supplies	29	215 844	33 184	7 925	955	61 046	7 934	7 709
505	Metals and minerals, except petroleum	7	124 076	2 090	515	95	4 712	3 086	2 687

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1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS</b>									
—Con.									
Manufacturers' sales branches and sales offices—Con.									
50 Durable goods—Con.									
506 Electrical goods	15	76 800	2 532	629	87	4 975	1 679	1 751	
507 Hardware, and plumbing and heating equipment and supplies	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508 Machinery, equipment, and supplies	40	204 116	13 776	3 477	458	27 176	30 354	31 427	
509 Miscellaneous durable goods	—	—	—	—	—	—	—	—	—
51 Nondurable goods	97	480 092	26 194	6 838	1 126	59 481	13 137	14 487	
511 Paper and paper products	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512 Drugs, drug proprietaries, and druggists' sundries	—	—	—	—	—	—	—	—	—
513 Apparel, piece goods, and notions	—	—	—	—	—	—	—	—	—
514 Groceries and related products	37	190 888	16 299	4 093	760	36 751	3 255	3 201	
515 Farm-product raw materials	—	—	—	—	—	—	—	—	—
516 Chemicals and allied products	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517 Petroleum and petroleum products	33	233 537	4 303	1 229	142	11 190	7 178	7 790	
518 Beer, wine, and distilled alcoholic beverages	—	—	—	—	—	—	—	—	—
519 Miscellaneous nondurable goods	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Agents, brokers, and commission merchants									
50 Durable goods	117	444 281	12 919	2 924	694	25 167	3 384	3 059	
501 Motor vehicles and motor vehicle parts and supplies	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502 Furniture and homefurnishings	—	—	—	—	—	—	—	—	—
503 Lumber and other construction materials	3	4 396	166	30	15	289	—	—	—
504 Professional and commercial equipment and supplies	10	11 611	975	304	49	2 120	432	467	
505 Metals and minerals, except petroleum	20	153 346	3 326	631	94	6 308	1 553	1 275	
506 Electrical goods	7	8 817	271	70	17	498	10	10	
507 Hardware, and plumbing and heating equipment and supplies	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508 Machinery, equipment, and supplies	19	52 719	3 996	889	139	7 807	1 223	1 140	
509 Miscellaneous durable goods	5	3 385	254	59	27	582	20	12	
51 Nondurable goods	42	184 455	3 062	737	328	6 009	119	112	
511 Paper and paper products	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512 Drugs, drug proprietaries, and druggists' sundries	—	—	—	—	—	—	—	—	—
513 Apparel, piece goods, and notions	—	—	—	—	—	—	—	—	—
514 Groceries and related products	13	78 934	1 415	378	79	2 529	(D)	(D)	(D)
515 Farm-product raw materials	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516 Chemicals and allied products	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517 Petroleum and petroleum products	7	23 153	372	92	22	805	114	107	
518 Beer, wine, and distilled alcoholic beverages	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519 Miscellaneous nondurable goods	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 2. Selected Ratios for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establish- ment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
	<b>Wholesale trade</b>	2 428 542	245 090	19 894	49.5	10	18.2	9.8
50	<b>Durable goods</b>	1 957 750	209 604	20 615	51.2	9	19.2	13.2
501	Motor vehicles and motor vehicle parts and supplies	1 118 049	142 011	17 044	49.9	8	24.0	17.9
5012	Automobiles and other motor vehicles	4 648 542	230 031	19 804	52.6	20	16.4	15.9
5013	Motor vehicle supplies and new parts	748 178	109 614	15 816	50.0	7	28.9	22.8
5014	Tires and tubes	1 855 889	183 886	20 154	48.0	10	22.8	11.6
5015	Motor vehicle parts, used	260 735	72 664	9 902	47.8	4	28.5	9.0
502	Furniture and homefurnishings	1 564 643	124 696	17 953	60.2	13	23.9	14.8
5021	Furniture	1 286 545	122 528	18 368	64.6	11	23.2	13.1
5023	Homefurnishings	1 870 550	126 389	17 628	57.0	15	24.5	16.1
503	Lumber and other construction materials	1 665 549	167 211	17 830	49.7	10	21.5	10.2
5031	Lumber, plywood, millwork, and wood panels	2 161 231	184 035	15 024	48.7	12	16.8	11.0
5032	Brick, stone, and related construction materials	1 460 909	154 519	20 798	45.2	9	29.8	6.3
5033	Roofing, siding, and insulation materials	2 155 417	323 313	18 825	35.2	7	16.5	12.3
5039	Construction materials, n.e.c.	951 483	102 196	20 007	63.8	9	30.7	10.5
504	Professional and commercial equipment and supplies	1 839 856	156 187	23 856	52.2	12	29.3	7.0
5043	Photographic equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment	1 230 045	106 679	20 272	53.5	12	35.5	10.0
5045	Computers and computer peripheral equipment and software							
5046	Commercial equipment, n.e.c.	3 133 109	201 008	30 944	55.0	16	28.0	4.9
5047	Medical, dental, and hospital equipment and supplies	1 613 100	164 602	18 332	48.3	10	23.0	10.5
5048	Ophthalmic goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c.	985 333	94 140	15 611	41.6	10	39.8	12.2
505	Metals and minerals, except petroleum	6 313 902	758 328	24 343	46.4	8	6.9	5.9
5051	Metal service centers and offices	3 076 410	342 800	18 703	44.0	9	12.4	16.2
5052	Coal and other minerals and ores	8 696 208	1 107 930	29 089	47.8	8	5.5	3.3
506	Electrical goods	2 522 859	256 698	20 680	50.8	10	15.9	12.5
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	2 860 198	278 457	20 430	50.7	10	14.5	11.7
5064	Electrical appliances, television and radio sets	5 122 167	326 947	22 516	50.4	16	13.7	12.7
5065	Electronic parts and equipment, n.e.c.	850 971	125 143	20 105	51.3	7	31.3	18.5
507	Hardware, and plumbing and heating equipment and supplies	1 347 101	170 341	18 450	51.4	8	21.1	17.9
5072	Hardware	1 209 462	125 784	17 516	52.6	10	26.5	18.3
5074	Plumbing and heating equipment and supplies (hydraulics)	1 288 875	157 020	17 739	52.9	8	21.4	19.9
5075	Warm air heating and air-conditioning equipment and supplies	1 727 760	257 107	21 643	50.3	7	16.7	14.5
5078	Refrigeration equipment and supplies	1 032 800	206 560	18 000	41.3	5	21.1	19.2
508	Machinery, equipment, and supplies	2 160 703	220 102	23 401	53.1	10	20.0	17.8
5082	Construction and mining (except petroleum) machinery and equipment	3 442 047	273 920	25 724	53.5	13	17.6	22.8
5083	Farm and garden machinery and equipment	800 043	125 177	13 537	48.3	6	22.4	36.8
5084	Industrial machinery and equipment	2 172 860	221 152	24 380	55.4	10	19.9	10.2
5085	Industrial supplies	1 746 324	181 946	22 569	52.1	10	23.8	15.4
5087	Service establishment equipment and supplies	693 600	121 153	17 550	44.5	6	32.6	12.2
5088	Transportation equipment and supplies, except motor vehicles	1 288 000	190 815	20 148	48.1	7	21.9	15.1
509	Miscellaneous durable goods	1 065 537	134 446	14 062	44.2	8	23.6	13.5
5091	Sporting and recreational goods and supplies	1 849 579	149 540	12 200	45.3	12	18.0	19.8
5092	Toys and hobby goods and supplies	780 000	111 429	11 898	28.2	7	37.9	11.5
5093	Scrap and waste materials	1 113 220	114 765	13 858	43.3	10	27.9	8.2
5094	Jewelry, watches, precious stones, and precious metals	693 625	191 345	16 034	45.6	4	18.4	24.1
5099	Durable goods, n.e.c.	819 400	155 189	16 280	48.7	5	21.5	14.3
51	<b>Nondurable goods</b>	3 399 823	306 785	18 094	46.4	11	12.7	5.7
511	Paper and paper products	1 467 042	143 867	18 376	55.2	10	23.2	8.8
5111	Printing and writing paper	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper	3 015 944	197 407	23 989	56.1	15	21.7	9.7
512	Drugs, drug proprietaries, and druggists' sundries	12 013 900	596 223	22 990	47.6	20	8.1	12.4
5122	Drugs, drug proprietaries, and druggists' sundries	12 013 900	596 223	22 990	47.6	20	8.1	12.4
513	Apparel, piece goods, and notions	824 333	144 077	19 692	58.1	4	23.5	12.3
5131	Piece goods, notions, and other dry goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	-	-	-	-	-	-	-
514	Groceries and related products	4 318 743	287 883	17 285	49.3	16	13.1	4.6
5141	Groceries, general line	12 318 531	362 977	17 185	49.1	34	9.6	7.5
5142	Packaged frozen foods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned	2 128 600	244 667	16 506	44.7	9	15.1	1.3
5144	Poultry and poultry products	3 460 600	196 625	12 739	47.6	18	13.6	2.0
5145	Confectionery	1 137 095	119 995	14 432	58.6	9	20.5	4.5
5146	Fish and seafoods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products	4 510 308	238 350	14 984	50.9	19	12.3	2.7
5148	Fresh fruits and vegetables	2 393 968	210 832	14 639	52.1	11	13.3	1.0
5149	Groceries and related products, n.e.c.	3 735 971	253 224	20 749	48.4	15	16.9	2.5
515	Farm-product raw materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5153	Grain and field beans	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock	3 490 600	342 218	4 088	46.5	10	2.6	-
5159	Farm-product raw materials, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products	4 287 789	438 000	26 326	41.9	10	14.4	8.0
5162	Plastics materials and basic forms and shapes	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.

Table 2. Selected Ratios for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A.]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establish- ment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
<b>Wholesale trade—Con.</b>								
51	<b>Nondurable goods—Con.</b>							
517	Petroleum and petroleum products	4 705 405	527 806	19 135	37.4	9	9.7	3.3
5171	Petroleum bulk stations and terminals	4 851 529	513 184	18 396	36.5	9	9.8	3.4
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	4 193 971	596 632	22 615	41.2	7	9.2	2.9
518	Beer, wine, and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	1 436 602	191 480	13 736	48.4	8	14.8	8.2
5191	Farm supplies	851 648	134 783	11 437	42.8	6	19.8	13.5
5192	Books, periodicals, and newspapers	1 127 400	112 740	12 013	45.2	10	23.6	6.8
5193	Flowers, nursery stock, and florists' supplies	452 545	64 649	9 922	40.5	7	37.9	6.2
5194	Tobacco and tobacco products	6 118 875	378 487	17 420	53.4	16	8.6	5.8
5198	Paints, varnishes, and supplies	853 400	180 296	15 366	46.2	5	18.4	8.1
5199	Nondurable goods, n.e.c.	438 514	89 233	15 651	60.8	5	28.8	6.4
	<b>Merchant wholesalers</b>	<b>2 052 222</b>	<b>210 892</b>	<b>18 511</b>	<b>49.4</b>	<b>10</b>	<b>17.8</b>	<b>11.9</b>
50	<b>Durable goods</b>	<b>1 577 179</b>	<b>173 988</b>	<b>18 965</b>	<b>50.8</b>	<b>9</b>	<b>21.4</b>	<b>16.3</b>
501	Motor vehicles and motor vehicle parts and supplies	1 055 829	134 486	16 844	49.7	8	25.2	18.9
5012	Automobiles and other motor vehicles	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts	737 383	107 526	15 749	50.0	7	29.3	22.9
5014	Tires and tubes	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015	Motor vehicle parts, used	260 735	72 664	9 902	47.8	4	28.5	9.0
502	Furniture and homefurnishings	1 564 643	124 696	17 953	60.2	13	23.9	14.8
5021	Furniture	1 286 545	122 528	18 368	64.6	11	23.2	13.1
5023	Homefurnishings	1 870 550	126 389	17 628	57.0	15	24.5	16.1
503	Lumber and other construction materials	1 692 087	160 652	17 779	49.6	11	22.3	10.9
5031	Lumber, plywood, millwork, and wood panels	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5032	Brick, stone, and related construction materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	902 024	106 120	16 622	49.7	9	31.5	12.1
5043	Photographic equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment	1 073 981	105 063	16 861	48.2	10	33.3	11.3
5045	Computers and computer peripheral equipment and software	522 552	103 795	17 616	56.1	5	30.3	11.2
5046	Commercial equipment, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5048	Ophthalmic goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	4 668 569	525 922	22 931	45.4	9	9.6	10.1
5051	Metals service centers and offices	2 876 000	319 556	18 588	43.8	9	13.3	19.2
5052	Coal and other minerals and ores	6 302 971	719 131	26 997	46.5	9	8.1	6.3
506	Electrical goods	2 238 764	205 640	20 115	50.7	11	19.3	16.3
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	2 369 952	200 143	19 627	51.0	12	19.2	16.9
5064	Electrical appliances, television and radio sets	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies	1 340 204	162 751	17 228	50.4	8	21.0	19.3
5072	Hardware	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics)	1 369 605	152 969	17 686	52.8	9	21.9	20.8
5078	Refrigeration equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	1 032 800	206 560	18 000	41.3	5	21.1	19.2
5082	Construction and mining (except petroleum) machinery and equipment	1 841 311	188 411	22 440	53.6	10	22.2	19.5
5083	Farm and garden machinery and equipment	3 134 673	255 797	25 692	53.8	12	18.7	21.6
5084	Industrial machinery and equipment	800 043	125 177	13 537	48.3	6	22.4	36.8
5085	Industrial supplies	1 576 709	151 342	21 836	57.9	10	24.9	15.9
5087	Service establishment equipment and supplies	1 684 856	177 257	22 655	51.9	10	24.6	16.4
5088	Transportation equipment and supplies, except motor vehicles	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	1 080 597	134 683	14 184	44.3	8	23.8	13.9
5091	Sporting and recreational goods and supplies	1 849 579	149 540	12 200	45.3	12	18.0	19.8
5092	Toys and hobby goods and supplies	780 000	111 429	11 898	28.2	7	37.9	11.5
5093	Scrap and waste materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals	693 625	191 345	16 034	45.6	4	18.4	24.1
5099	Durable goods, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	<b>Nondurable goods</b>	<b>3 108 273</b>	<b>277 216</b>	<b>17 695</b>	<b>46.8</b>	<b>11</b>	<b>13.6</b>	<b>6.9</b>
511	Paper and paper products	1 240 150	124 847	16 891	56.9	10	23.8	9.5
5111	Printing and writing paper	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	12 013 900	596 223	22 990	47.6	20	8.1	12.4
5122	Drugs, drug proprietaries, and druggists' sundries	12 013 900	596 223	22 990	47.6	20	8.1	12.4
513	Apparel, piece goods, and notions	624 333	144 077	19 692	58.1	4	23.5	12.3
5131	Piece goods, notions, and other dry goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.

Table 2. Selected Ratios for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A.]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
<b>Merchant wholesalers—Con.</b>								
51	<b>Nondurable goods—Con.</b>							
514	Groceries and related products	3 979 338	250 174	18 024	51.5	18	12.4	6.0
5141	Groceries, general line	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned	1 558 538	450 244	15 200	37.3	3	9.0	.3
5144	Poultry and poultry products	3 480 600	196 625	12 739	47.8	18	13.8	2.0
5145	Confectionery	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5148	Fresh fruits and vegetables	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	Groceries and related products, n.e.c.	1 739 408	165 497	18 662	58.9	11	19.1	4.9
515	Farm-product raw materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5153	Grain and field beans	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products	4 793 711	453 187	26 605	40.9	11	14.4	8.8
5162	Plastics materials and basic forms and shapes	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	4 098 442	386 031	17 654	37.1	11	12.5	3.5
5171	Petroleum bulk stations and terminals	4 018 360	348 272	16 891	36.8	12	13.3	3.5
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	4 357 704	582 465	22 814	39.1	7	9.9	3.2
518	Beer, wine, and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	1 472 084	190 118	13 854	48.7	8	14.7	8.3
5191	Farm supplies	851 848	134 783	11 437	42.8	6	19.8	13.5
5192	Books, periodicals, and newspapers	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5193	Flowers, nursery stock, and florists' supplies	452 545	64 649	9 922	40.5	7	37.9	6.2
5194	Tobacco and tobacco products	8 118 875	378 487	17 420	53.4	16	8.6	5.8
5198	Paints, varnishes, and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>Manufacturers' sales branches and sales offices</b>								
50	<b>Durable goods</b>	5 577 123	396 691	28 523	49.7	14	14.5	5.4
501	Motor vehicles and motor vehicle parts and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and homefurnishings	-	-	-	-	-	-	-
503	Lumber and other construction materials	1 402 571	306 813	22 531	51.0	5	14.4	4.4
504	Professional and commercial equipment and supplies	7 442 897	226 015	34 748	54.4	33	28.3	3.6
505	Metals and minerals, except petroleum	17 725 143	1 306 063	22 000	44.4	14	3.8	2.2
506	Electrical goods	5 120 000	882 759	29 103	50.9	6	6.5	2.3
507	Hardware, and plumbing and heating equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	5 102 900	445 668	30 079	50.7	11	13.3	15.4
509	Miscellaneous durable goods	-	-	-	-	-	-	-
51	<b>Nondurable goods</b>	4 849 402	426 369	23 263	44.0	12	12.4	3.0
511	Paper and paper products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions	-	-	-	-	-	-	-
514	Groceries and related products	5 159 135	251 166	21 446	44.3	21	19.3	1.7
515	Farm-product raw materials	-	-	-	-	-	-	-
516	Chemicals and allied products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	7 078 879	1 844 827	30 303	38.5	4	4.8	3.3
518	Beer, wine, and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>Agents, brokers, and commission merchants</b>								
50	<b>Durable goods</b>	3 797 274	640 174	18 615	51.3	6	5.7	.7
501	Motor vehicles and motor vehicle parts and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and homefurnishings	-	-	-	-	-	-	-
503	Lumber and other construction materials	1 485 333	293 067	11 067	57.4	5	6.6	-
504	Professional and commercial equipment and supplies	1 181 100	238 959	19 898	46.0	5	18.3	4.0
505	Metals and minerals, except petroleum	7 667 300	1 631 340	35 383	52.7	5	4.1	.8
506	Electrical goods	1 259 571	518 647	15 941	54.4	2	5.6	.1
507	Hardware, and plumbing and heating equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	2 774 684	379 273	28 748	51.2	7	14.8	2.2
509	Miscellaneous durable goods	877 000	125 370	9 407	43.6	5	17.2	.4
51	<b>Nondurable goods</b>	4 391 786	562 363	9 335	51.0	8	3.3	.1
511	Paper and paper products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions	-	-	-	-	-	-	-
514	Groceries and related products	8 071 846	999 165	17 911	56.0	6	3.2	-
515	Farm-product raw materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	3 307 571	1 052 408	16 909	46.2	3	3.5	.5
518	Beer, wine, and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)

<sup>1</sup>Based on number of employees for pay period including March 12.

**Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Wholesale trade -----	2 421	2 501	5 930 483	6 101 180	-2.8	476 413	429 932	10.8	24 156	25 822
50		Durable goods -----	1 618	1 658	3 215 792	3 441 877	-6.6	316 227	293 493	7.7	15 293	16 863
501		Motor vehicles and automotive parts and supplies -----	347	375	408 805	659 595	-38.0	49 128	51 571	-4.7	2 852	3 393
5012	5012	Automobiles and other motor vehicles -----	24	34	111 565	287 377	-61.2	9 605	10 894	-11.8	485	639
5013	5013	Automotive parts and supplies -----	269	287	197 022	(D)	(D)	28 539	(D)	(D)	1 822	(D)
5015 pt.	5015 pt.	Motor vehicle supplies and new parts -----	258	278	193 030	193 139	-1	27 852	28 578	-2.6	1 761	1 999
		Motor vehicle parts, used -----	11	9	3 992	(D)	(D)	687	(D)	(D)	61	(D)
5014	5014	Tires and tubes -----	54	54	100 218	176 309	-43.2	10 984	11 599	-5.3	545	712
502		Furniture and homefurnishings -----	42	46	65 715	55 741	17.9	9 461	7 026	34.7	527	464
5021	5021	Furniture -----	22	26	28 304	26 318	7.5	4 243	3 856	10.0	231	234
5023	5023	Homefurnishings -----	20	20	37 411	29 423	27.1	5 218	3 170	64.6	296	230
503		Lumber and other construction materials -----	102	96	169 886	145 957	16.4	18 115	14 773	22.6	1 016	922
5031	5031	Lumber, plywood, millwork, and wood panels -----	39	37	84 288	57 077	47.7	6 881	5 134	34.0	458	369
5039		Construction materials, n.e.c. -----	63	59	85 598	88 880	-3.7	11 234	9 639	16.5	558	553
5032	5032	Brick, stone, and related construction materials -----	22	18	32 140	12 938	148.4	4 326	2 046	111.4	208	122
5033	5033	Roofing, siding, and insulation materials -----	12	13	25 865	19 719	31.2	1 506	1 661	-9.3	80	94
5039	5039	Construction materials, n.e.c. -----	29	28	27 593	56 223	-50.9	5 402	5 932	-8.9	270	337
504		Sporting, recreational, photographic, and hobby goods, toys and supplies -----	28	22	(D)	46 473	(D)	(D)	3 444	(D)	(D)	284
5041	5091	Sporting and recreational goods and supplies -----	19	13	35 142	42 951	-18.2	2 867	2 872	-2	235	229
5042	5092	Toys and hobby goods and supplies -----	7	4	5 460	2 088	161.5	583	219	166.2	49	23
5043	5043	Photographic equipment and supplies -----	2	5	(D)	1 434	(D)	(D)	353	(D)	(D)	32
505		Metals and minerals, except petroleum -----	92	96	580 879	534 721	8.6	18 647	19 669	-5.2	766	878
5051	5051	Metals service centers and offices -----	39	39	119 980	175 103	-31.5	6 546	7 936	-17.5	350	424
5052	5052	Coal and other minerals and ores -----	53	57	460 899	359 618	28.2	12 101	11 733	3.1	416	454
506		Electrical goods -----	139	155	353 458	376 915	-6.2	28 927	27 173	6.5	1 332	1 622
5063		Electrical apparatus and equipment, wiring supplies, and construction materials -----	97	105	268 778	238 615	12.6	20 944	19 517	7.3	952	1 155
5063	5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	81	(NA)	231 676	(NA)	(NA)	16 998	(NA)	(NA)	832	(NA)
5065 pt.	5065 pt.	Electronic parts and equipment, n.e.c. -----	5	(NA)	6 570	(NA)	(NA)	1 035	(NA)	(NA)	46	(NA)
5084 pt.	5084 pt.	Industrial machinery and equipment -----	11	(NA)	30 532	(NA)	(NA)	2 911	(NA)	(NA)	74	(NA)
5064	5064	Electrical appliances, television and radio sets -----	12	16	61 466	125 274	-50.9	4 233	5 647	-25.0	188	330
5065	5065 pt.	Electronic parts and equipment, n.e.c. -----	30	34	23 214	13 026	78.2	3 750	2 009	86.7	192	137
507		Hardware, and plumbing and heating equipment and supplies -----	109	93	146 834	144 761	1.4	15 904	14 463	10.0	862	848
5072	5072	Hardware -----	26	27	31 446	48 530	-35.2	4 379	5 003	-12.5	250	292
5074	5074	Plumbing and heating equipment and supplies (hydronics) -----	48	35	61 866	52 369	18.1	6 989	5 921	18.0	394	358
5075	5075	Warm air heating and air-conditioning equipment and supplies -----	25	21	43 194	(D)	(D)	3 636	(D)	(D)	168	(D)
5078	5078	Refrigeration equipment and supplies -----	10	10	10 328	(D)	(D)	900	(D)	(D)	50	(D)
508		Machinery, equipment, and supplies -----	656	678	1 347 511	1 400 066	-3.8	161 040	146 350	10.0	6 874	7 691
5081		Commercial machines and equipment -----	138	123	(D)	175 270	(D)	(D)	27 568	(D)	(D)	1 315
5044	5044	Office equipment -----	66	(NA)	81 183	(NA)	(NA)	15 427	(NA)	(NA)	761	(NA)
5045	5045	Computers and computer peripheral equipment and software -----	46	(NA)	144 123	(D)	(NA)	22 187	(NA)	(NA)	717	(NA)
5046	5046	Commercial equipment, n.e.c. -----	26	24	16 238	(D)	(D)	2 839	(NA)	(D)	167	(NA)
5082	5082	Construction and mining (except petroleum) machinery and equipment -----	129	147	444 024	521 707	-14.9	41 699	47 175	-11.6	1 621	2 445
5083	5083	Farm and garden machinery and equipment -----	46	58	36 802	38 294	-3.9	3 980	3 514	13.3	294	311
5084 pt.	5084 pt.	Industrial machinery and equipment -----	132	139	280 187	338 005	-17.1	31 343	30 593	2.5	1 331	1 578
5085	5085	Industrial supplies -----	102	107	178 125	177 216	.5	22 095	20 983	5.3	979	1 071
5086		Professional equipment and supplies -----	65	58	(D)	107 811	(D)	(D)	11 366	(D)	(D)	586
5047	5047	Medical, dental, and hospital equipment and supplies -----	40	32	64 524	(D)	(D)	7 186	(D)	(D)	392	(D)
5048	5048	Ophthalmic goods -----	10	10	(D)	33 536	(D)	(D)	3 965	(D)	(D)	165
5049	5049	Professional equipment and supplies, n.e.c. -----	15	16	14 780	(D)	(D)	2 451	(D)	(D)	157	(D)
5087	5087	Service establishment equipment and supplies -----	40	42	27 744	(D)	(D)	4 019	(D)	(D)	229	(D)
5088	5088	Transportation equipment and supplies, except motor vehicles -----	4	4	5 152	(D)	(D)	544	(D)	(D)	27	(D)
509		Miscellaneous durable goods -----	103	97	100 388	77 648	29.3	11 302	9 024	25.2	758	761
5093	5093	Scrap and waste materials -----	50	51	55 661	31 487	76.8	6 721	5 143	30.7	485	446
5094	5094	Jewelry, watches, precious stones, and precious metals -----	8	6	5 549	45 102	403.5	465	131	255.0	29	17
5099 pt.	5099 pt.	Durable goods, n.e.c. -----	45	40	39 178	45 059	-13.1	4 116	3 750	9.8	244	298

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
Wholesale trade—Con.												
51		<b>Nondurable goods</b>	803	843	2 714 691	2 659 303	2.1	160 186	136 439	17.4	8 863	8 959
511		Paper and paper products	71	57	104 160	71 315	46.1	13 304	8 375	58.9	724	502
5111	5111	Printing and writing paper	2	6	(D)	11 039	(D)	(D)	1 176	(D)	(D)	53
5112	5112	Stationery and office supplies	51	34	(D)	17 939	(D)	(D)	3 261	(D)	(D)	237
5113	5113	Industrial and personal service paper	18	17	54 287	42 337	28.2	6 597	3 938	67.5	275	212
512		Drugs, drug proprietaries, and druggists' sundries	20	20	240 278	125 743	91.1	9 265	5 308	74.5	403	377
5122	5122	Drugs, drug proprietaries, and druggists' sundries	20	20	240 278	125 743	91.1	9 265	5 308	74.5	403	377
513		Apparel, piece goods, and notions	9	10	5 619	9 171	-38.7	768	759	1.2	39	52
5133	5131 pt	Piece goods	1	-	(D)	-	(X)	(D)	-	(X)	(D)	-
5134	5131 pt	Notions and other dry goods	1	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	5136	Men's and boys' clothing and furnishings	4	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	5137	Women's, children's, and infants' clothing and accessories	3	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	5139	Footwear	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
514		Groceries and related products	210	234	906 516	877 257	3.3	58 494	51 910	12.7	3 384	3 543
5141	5141	Groceries, general line	32	36	394 193	351 865	12.0	18 663	15 045	24.0	1 086	1 017
5142	5142	Packaged frozen foods	8	9	(D)	10 603	(D)	817	(D)	(D)	81	
5143	5143	Dairy products, except dried or canned	30	29	63 858	72 545	-12.0	4 308	6 470	-33.4	261	397
5144	5144	Poultry and poultry products	5	6	17 303	11 028	56.9	1 121	683	64.1	88	65
5145	5145	Confectionery	21	23	23 879	20 518	16.4	2 872	3 240	-11.4	199	157
5146	5146	Fish and seafoods	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	5147	Meats and meat products	13	18	58 634	53 553	9.5	3 686	3 667	.5	246	283
5148	5148	Fresh fruits and vegetables	31	42	74 213	103 081	-28.0	5 153	6 500	-20.7	352	508
5149	5149	Groceries and related products, n.e.c.	69	70	257 782	(D)	(D)	21 122	(D)	(D)	1 018	(D)
515		Farm-product raw materials	24	22	(D)	63 392	(D)	(D)	881	(D)	(D)	210
5152	5159 pt	Cotton	-	-	-	-	-	-	-	-	-	-
5153	5153	Grain and field beans	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	5154	Livestock	20	20	69 812	(D)	(D)	834	(D)	(D)	204	(D)
5159	5159 pt	Farm-product raw materials, n.e.c.	3	1	1 876	(D)	(D)	110	(D)	(D)	35	(D)
516		Chemicals and allied products	57	43	244 404	83 711	192.0	14 690	7 050	108.4	558	373
5161		Chemicals and allied products	57	43	244 404	83 711	192.0	14 690	7 050	108.4	558	373
5162	5162	Plastics materials and basic forms and shapes	4	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	5169	Chemicals and allied products, n.e.c.	53	41	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517		Petroleum and petroleum products	153	186	719 927	1 042 918	-31.0	26 100	30 795	-15.3	1 364	1 738
5171	5171	Petroleum bulk stations and terminals	119	135	577 332	848 842	-32.0	20 695	25 000	-17.2	1 125	1 351
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	34	51	142 595	194 076	-26.5	5 405	5 795	-6.7	239	387
518		Beer, wine, and distilled alcoholic beverages	63	72	(D)	141 858	(D)	(D)	14 708	(D)	(D)	728
5181	5181	Beer and ale	61	64	(D)	124 682	(D)	(D)	13 339	(D)	(D)	632
5182	5182	Wine and distilled alcoholic beverages	2	8	(D)	17 176	(D)	(D)	1 369	(D)	(D)	96
519		Miscellaneous nondurable goods	196	199	276 183	243 938	13.2	19 866	16 653	19.3	1 453	1 436
5191	5191	Farm supplies	91	102	77 500	88 401	-12.3	6 576	6 735	-2.4	575	613
5194	5194	Tobacco and tobacco products	24	30	146 853	112 653	30.4	6 759	5 206	29.8	388	423
5198	5198	Paints, varnishes and supplies	15	18	12 801	7 492	70.9	1 091	1 009	8.1	71	75
5199		Nondurable goods, n.e.c.	66	49	39 029	35 392	10.3	5 440	3 703	46.9	419	325
5099 pt	5099 pt	Durable goods, n.e.c.	5	(NA)	1 792	(NA)	(NA)	182	(NA)	(NA)	20	(NA)
5192	5192	Books, periodicals, and newspapers	15	12	16 911	18 052	-6.3	1 802	1 477	22.0	150	161
5193	5193	Flowers, nursery stock, and florists' supplies	11	10	4 978	6 390	-22.1	764	829	-7.9	77	56
5199	5199	Nondurable goods, n.e.c.	35	(NA)	15 348	(NA)	(NA)	2 692	(NA)	(NA)	172	(NA)
		<b>Merchant wholesalers</b>	2 101	2 101	4 354 046	4 097 597	6.3	382 088	343 025	11.4	20 608	21 839
50		<b>Durable goods</b>	1 437	1 433	2 303 902	2 341 275	-1.6	251 158	242 587	3.5	13 199	14 771
501		Motor vehicles and automotive parts and supplies	339	365	377 337	(D)	(D)	47 351	(D)	(D)	2 781	(D)
5012	5012	Automobiles and other motor vehicles	22	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	5013	Automotive parts and supplies	264	285	190 550	(D)	(D)	28 012	(D)	(D)	1 796	(D)
5015 pt	5015 pt	Motor vehicle supplies and new parts	253	276	186 558	(D)	(D)	27 325	(D)	(D)	1 735	(D)
		Motor vehicle parts, used	11	9	3 992	(D)	(D)	687	(D)	(D)	61	(D)
5014	5014	Tires and tubes	53	49	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502		Furniture and homefurnishings	42	42	65 715	54 718	20.1	9 461	6 917	36.8	527	460
5021	5021	Furniture	22	22	28 304	25 295	11.9	4 243	3 747	13.2	231	230
5023	5023	Homefurnishings	20	20	37 411	29 423	27.1	5 218	3 170	64.6	296	230
503		Lumber and other construction materials	92	85	155 672	93 968	65.7	17 228	11 756	46.5	969	792
5031	5031	Lumber, plywood, millwork, and wood panels	36	35	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039		Construction materials, n.e.c.	56	50	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5032	5032	Brick, stone, and related construction materials	20	18	(D)	12 938	(D)	(D)	2 046	(D)	(D)	122
5033	5033	Roofing, siding, and insulation materials	10	7	(D)	10 930	(D)	(D)	1 135	(D)	(D)	65
5039	5039	Construction materials, n.e.c.	26	25	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
Merchant wholesalers—Con.												
50		Durable goods—Con.										
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	28	21	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5041	5091	Sporting and recreational goods and supplies	19	13	35 142	42 951	-18.2	2 867	2 872	-.2	235	229
5042	5092	Toys and hobby goods and supplies	7	4	5 460	2 088	181.5	583	219	168.2	49	23
5043	5043	Photographic equipment and supplies	2	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505		Metals and minerals, except petroleum	85	82	303 457	283 997	14.9	13 231	12 603	3.3	577	649
5051	5051	Metals service centers and offices	31	29	89 156	107 701	-17.2	5 188	8 240	-16.9	279	345
5052	5052	Coal and other minerals and ores	34	33	214 301	158 298	37.1	8 045	6 583	22.6	298	304
508		Electrical goods	114	114	244 279	279 885	-12.7	23 827	22 540	5.7	1 185	1 396
5063		Electrical apparatus and equipment, wiring supplies, and construction materials	75	66	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5063	5063	Electrical apparatus and equipment, wiring supplies, and construction materials	83	(NA)	149 307	(NA)	(NA)	14 642	(NA)	(NA)	748	(NA)
5065 pt.	5084 pt.	Electronic parts and equipment, n.e.c.	4	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
		Industrial machinery and equipment	8	(NA)	6 970	(NA)	(NA)	614	(NA)	(NA)	31	(NA)
5064	5064	Electrical appliances, television and radio sets	11	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c.	28	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507		Hardware, and plumbing and heating equipment and supplies	98	79	131 340	(D)	(D)	13 903	(D)	(D)	807	(D)
5072	5072	Hardware	24	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	5074	Plumbing and heating equipment and supplies (hydraulics)	43	31	58 893	49 731	18.4	8 809	5 746	18.5	385	348
5075	5075	Warm air heating and air-conditioning equipment and supplies	21	16	(D)	16 439	(D)	(D)	1 710	(D)	(D)	102
5078	5078	Refrigeration equipment and supplies	10	10	10 328	(D)	(D)	900	(D)	(D)	50	(D)
508		Machinery, equipment, and supplies	581	571	888 783	1 070 140	-17.1	111 406	115 260	-3.4	5 318	8 397
5081		Commercial machines and equipment	108	89	(D)	59 984	(D)	(D)	9 553	(D)	802	
5044	5044	Office equipment	54	(NA)	57 995	(NA)	(NA)	9 307	(NA)	(NA)	552	(NA)
5045		Computers and computer peripheral equipment and software	29	(NA)	15 154	(NA)	(NA)	2 572	(NA)	(NA)	146	(NA)
5046	5046	Commercial equipment, n.e.c.	25	24	(D)	16 238	(D)	(D)	2 839	(D)	167	(D)
5082	5082	Construction and mining (except petroleum) machinery and equipment	110	125	344 814	466 931	-28.2	34 633	43 777	-20.9	1 346	2 269
5083	5083	Farm and garden machinery and equipment	48	57	38 802	(D)	(D)	3 980	(D)	(D)	294	(D)
5084	5084 pt.	Industrial machinery and equipment	102	107	166 468	244 429	-31.9	24 410	25 597	-4.8	1 115	1 332
5085	5085	Industrial supplies	97	95	163 431	(D)	(D)	20 888	(D)	(D)	922	(D)
5086		Professional equipment and supplies	56	52	61 813	88 927	-10.6	8 594	7 752	10.9	526	474
5047	5047	Medical, dental, and hospital equipment and supplies	33	28	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5048	5048	Ophthalmic goods	9	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	5049	Professional equipment and supplies, n.e.c.	14	16	(D)	15 002	(D)	(D)	2 317	(D)	143	(D)
5087	5087	Service establishment equipment and supplies	39	42	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	5088	Transportation equipment and supplies, except motor vehicles	3	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509		Miscellaneous durable goods	98	94	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	5093	Scrap and waste materials	48	51	(D)	31 487	(D)	(D)	5 143	(D)	448	
5094	5094	Jewelry, watches, precious stones, and precious metals	8	6	5 549	1 102	403.5	485	131	255.0	29	17
5099	5099 pt.	Durable goods, n.e.c.	42	37	38 074	(D)	4 050	(D)	(D)	(D)	239	(D)
51		Nondurable goods	664	668	2 050 144	1 756 322	18.7	130 930	100 438	30.4	7 409	7 088
511		Paper and paper products	80	48	74 409	54 391	38.8	10 067	7 294	38.0	596	453
5111	5111	Printing and writing paper	2	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	5112	Stationery and office supplies	44	28	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	5113	Industrial and personal service paper	14	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512		Drugs, drug proprietaries, and druggists' sundries	20	20	240 278	125 743	91.1	9 285	5 308	74.5	403	377
5122	5122	Drugs, drug proprietaries, and druggists' sundries	20	20	240 278	125 743	91.1	9 265	5 308	74.5	403	377
513		Apparel, piece goods, and notions	9	9	5 619	(D)	(D)	768	(D)	(D)	39	(D)
5133	5131 pt.	Piece goods	1	-	(D)	-	(X)	(D)	-	(X)	(D)	(D)
5134	5131 pt.	Notions and other dry goods	1	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	5136	Men's and boys' clothing and furnishings	4	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	5137	Women's, children's, and infants' clothing and accessories	3	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	5139	Footwear	-	-	-	-	-	-	-	-	(D)	(D)
514		Groceries and related products	180	175	836 694	621 037	2.5	40 780	33 395	22.1	2 545	2 585
5141	5141	Groceries, general line	29	33	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	5142	Packaged frozen foods	7	5	(D)	5 645	(D)	(D)	424	(D)	58	
5143	5143	Dairy products, except dried or canned	13	16	20 261	27 029	-25.0	684	1 134	-39.7	45	86
5144	5144	Poultry and poultry products	5	5	17 303	(D)	(D)	1 121	(D)	(D)	88	(D)
5145	5145	Confectionery	18	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A.]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
<b>Merchant wholesalers—Con.</b>												
51		<b>Nondurable goods—Con.</b>										
514		Groceries and related products—Con.										
5146	5146	Fish and seafoods	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	5147	Meats and meat products	11	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5148	5148	Fresh fruits and vegetables	29	40	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	5149	Groceries and related products, n.e.c.	49	39	85 231	(D)	(D)	9 611	(D)	(D)	515	(D)
515		Farm-product raw materials	11	7	(D)	9 924	(D)	(D)	260	(D)	(D)	20
5152	5159 pt.	Cotton	—	—	—	—	—	—	—	—	—	—
5153	5153	Grain and field beans	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	5154	Livestock	7	5	(D)	(D)	(D)	110	(D)	(D)	35	(D)
5159	5159 pt.	Farm-product raw materials, n.e.c.	3	1	1 876	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516		Chemicals and allied products	45	34	215 717	45 556	373.5	12 664	5 362	136.2	476	308
5161	5162	Chemicals and allied products	45	34	215 717	45 556	373.5	12 664	5 362	136.2	476	308
	5169	Plastics materials and basic forms and shapes	4	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		Chemicals and allied products, n.e.c.	41	33	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517		Petroleum and petroleum products	113	116	463 237	523 480	-11.5	21 425	17 506	22.4	1 200	1 161
5171	5171	Petroleum bulk stations and terminals	86	76	345 579	408 200	-15.4	16 857	13 368	26.1	998	875
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	27	40	117 658	115 280	2.1	4 568	4 138	10.4	202	286
518		Beer, wine, and distilled alcoholic beverages	62	71	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	5181	Beer and ale	60	64	(D)	124 682	(D)	(D)	13 339	(D)	(D)	632
5182	5182	Wine and distilled alcoholic beverages	2	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods	184	188	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5191	5191	Farm supplies	91	101	77 500	(D)	(D)	6 576	(D)	(D)	575	(D)
5194	5194	Tobacco and tobacco products	24	30	146 853	112 653	30.4	6 759	5 206	29.8	388	423
5198	5198	Paints, varnishes and supplies	8	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	5099 pt.	Nondurable goods, n.e.c.	61	47	37 707	(D)	(D)	5 293	(D)	(D)	403	(D)
	5192	Durable goods, n.e.c.	5	(NA)	1 792	(NA)	(NA)	182	(NA)	(NA)	20	(NA)
	5193	Books, periodicals, and newspapers	14	12	(D)	18 052	(D)	(D)	1 477	(D)	(D)	181
	5199	Flowers, nursery stock, and florists' supplies	11	10	4 978	6 390	-22.1	764	829	-7.9	77	58
		Nondurable goods, n.e.c.	31	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(D)	(NA)	(D)
		Manufacturers' sales branches and sales offices	203	262	1 132 156	1 524 350	-25.7	81 406	73 742	10.4	2 854	3 194
50		Durable goods	106	137	852 064	798 488	-18.1	55 212	42 152	31.0	1 728	1 718
501	501 pt.	Motor vehicles and automotive parts and supplies	6	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	502	Furniture and homefurnishings	—	2	—	(D)	(D)	—	(D)	(D)	—	(D)
503	503	Lumber and other construction materials	7	7	9 818	(D)	(D)	721	(D)	(D)	32	(D)
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	—	—	—	—	—	—	—	—	—	—
504 pt.		Professional and commercial equipment and supplies	—	—	—	—	—	—	—	—	—	—
509 pt.		Miscellaneous durable goods	—	—	—	—	—	—	—	—	—	—
505	505	Metals and minerals, except petroleum	7	10	124 076	135 181	-8.2	2 090	3 456	-39.5	95	119
506	506	Electrical goods	17	30	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Electrical goods	15	(NA)	76 800	(NA)	(NA)	2 532	(NA)	(NA)	87	(NA)
		Machinery, equipment, and supplies	2	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
507	507	Hardware, and plumbing and heating equipment and supplies	2	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	504 pt.	Machinery, equipment, and supplies	67	76	398 760	281 648	40.9	44 687	28 512	56.7	1 370	1 153
	508 pt.	Professional and commercial equipment and supplies	29	33	215 844	146 827	47.2	33 184	21 399	55.1	955	806
		Machinery, equipment, and supplies	38	43	180 916	135 021	34.0	11 503	7 113	61.7	415	347
509	509 pt.	Miscellaneous durable goods	—	—	—	—	—	—	—	—	—	—
51		Nondurable goods	97	125	480 092	727 882	-34.1	28 194	31 590	-17.1	1 126	1 478
511	511	Paper and paper products	9	9	(D)	18 924	(D)	1 081	(D)	(D)	49	—
512	512	Drugs, drug proprietaries, and druggists' sundries	—	—	—	—	—	—	—	—	—	—
513	513	Apparel, piece goods, and notions	—	—	—	—	—	—	—	—	—	—
514	514	Groceries and related products	37	42	190 888	184 983	3.2	16 299	16 848	-3.3	760	863
515	515	Farm-product raw materials	—	—	—	—	—	—	—	—	—	—

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		<b>Manufacturers' sales branches and sales offices—Con.</b>										
51		<b>Nondurable goods—Con.</b>										
516	516	Chemicals and allied products -----	10	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	517	Petroleum and petroleum products -----	33	56	233 537	(D)	(D)	4 303	(D)	(D)	142	(D)
518	518	Beer, wine, and distilled alcoholic beverages -----	—	1	—	(D)	(D)	—	(D)	(D)	—	(D)
519	509 pt.	Miscellaneous nondurable goods -----	8	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	519	Miscellaneous durable goods -----	—	(NA)	(D)	(NA)	(NA)	—	(NA)	(NA)	(D)	(NA)
		Miscellaneous nondurable goods -----	8	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
50		<b>Agents, brokers, and commission merchants</b> -----	117	138	444 281	479 233	-7.3	12 919	13 165	-1.9	894	789
501	501 pt.	<b>Durable goods</b> -----	75	88	259 828	304 114	-14.6	9 857	8 754	12.6	366	374
502	502	Motor vehicles and automotive parts and supplies -----	2	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	503	Furniture and home furnishings -----	—	2	—	(D)	(D)	—	(D)	(D)	—	15
504		Sporting, recreational, photographic, and hobby goods, toys and supplies -----	—	1	—	(D)	(D)	—	(D)	(D)	—	(D)
504 pt.		Professional and commercial equipment and supplies -----	—	1	—	(D)	(D)	—	(D)	(D)	—	(D)
509 pt.		Miscellaneous durable goods -----	—	—	—	(D)	(D)	—	(D)	(D)	—	(D)
505	505	Metals and minerals, except petroleum -----	20	24	153 346	135 543	13.1	3 326	3 410	-2.5	94	110
506	506	Electrical goods -----	8	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508 pt.	508	Electrical goods -----	7	(NA)	8 817	(D)	(NA)	271	(NA)	(NA)	17	(NA)
	508	Machinery, equipment, and supplies -----	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
507	507	Hardware, and plumbing and heating equipment and supplies -----	9	10	(D)	14 596	(D)	(D)	974	(D)	(D)	34
508	504 pt.	Machinery, equipment, and supplies -----	28	31	83 968	48 278	32.5	4 947	2 578	91.9	188	141
508 pt.	508	Professional and commercial equipment and supplies -----	10	7	11 611	7 543	53.9	975	230	323.9	49	19
	508	Machinery, equipment, and supplies -----	18	24	52 357	40 735	28.5	3 972	2 348	69.2	139	122
509	509 pt.	Miscellaneous durable goods -----	5	3	3 385	(D)	(D)	254	(D)	(D)	27	(D)
51		<b>Nondurable goods</b> -----	42	50	184 455	175 119	5.3	3 062	4 411	-30.6	328	415
511	511	Paper and paper products -----	2	—	(D)	—	(X)	(D)	—	(X)	(D)	—
512	512	Drugs, drug proprietaries, and druggists' sundries -----	—	—	—	—	—	—	—	—	—	—
513	513	Apparel, piece goods, and notions -----	—	1	—	(D)	(D)	—	(D)	(D)	—	(D)
514	514	Groceries and related products -----	13	17	78 934	71 237	10.8	1 415	1 667	-15.1	79	95
515	515	Farm-product raw materials -----	13	15	(D)	53 468	(D)	(D)	621	(D)	190	(D)
516	516	Chemicals and allied products -----	2	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	517	Petroleum and petroleum products -----	7	14	23 153	(D)	(D)	372	(D)	(D)	22	(D)
518	518	Beer, wine, and distilled alcoholic beverages -----	1	—	(D)	—	(X)	(D)	—	(X)	(D)	—
519	509 pt.	Miscellaneous nondurable goods -----	4	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	519	Miscellaneous durable goods -----	—	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
		Miscellaneous nondurable goods -----	4	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)

**Table 4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
<b>Wholesale trade</b>										
5013	5013 5015 pt.	Automotive parts and supplies	269	197 022	28 539	8 787	1 822	57 170	44 338	44 356
		Motor vehicle parts and supplies	258	193 030	27 852	6 586	1 761	55 725	44 005	44 024
		Motor vehicle parts, used	11	3 992	687	191	61	1 445	333	332
5039	5032 5033 5039	Construction materials, n.e.c.	63	85 598	11 234	2 338	558	22 320	7 735	8 107
		Brick, stone, and related construction materials	22	32 140	4 328	787	208	9 570	1 747	2 019
		Roofing, siding, and insulation materials	12	25 865	1 506	369	80	4 277	3 438	3 193
		Construction materials, n.e.c.	29	27 593	5 402	1 182	270	8 473	2 552	2 895
5041	5091 5092	Sporting and recreational goods and supplies	19	35 142	2 867	674	235	6 322	5 734	8 953
		Toys and hobby goods and supplies	7	5 460	583	102	49	2 068	710	829
5063	Electrical apparatus and equipment, wiring supplies, and construction equipment			97	268 778	20 944	5 247	952	42 154	25 731
	Electrical apparatus and equipment, wiring supplies, and construction equipment			81	231 876	16 998	4 230	832	33 509	24 279
	Electrical parts and equipment, n.e.c.			5	6 570	1 035	293	46	2 151	948
5065 pt.	Industrial machinery and equipment			11	30 532	2 911	724	74	8 494	506
	Industrial machinery and equipment			30	23 214	3 750	885	192	7 182	3 722
5081	Commercial machines and equipment			138	(D)	(D)	(D)	(D)	(D)	(D)
	Office equipment			66	81 183	15 427	3 721	761	28 844	7 332
	Computers and computer peripheral equipment and software			46	144 123	22 187	5 456	717	40 342	6 774
5084	Commercial equipment, n.e.c.			26	(D)	(D)	(D)	(D)	(D)	(D)
	Industrial machinery and equipment			132	280 187	31 343	7 460	1 331	55 387	32 331
5086	Professional equipment and supplies			65	(D)	(D)	(D)	(D)	(D)	(D)
	Medical, dental, and hospital equipment and supplies			40	64 524	7 186	2 001	392	14 887	8 493
	Ophthalmic goods			10	(D)	(D)	(D)	(D)	(D)	(D)
	Professional equipment and supplies, n.e.c.			15	14 780	2 451	646	157	5 889	3 066
5099 pt.	Durable goods, n.e.c.			45	39 178	4 116	967	244	8 426	8 691
	Piece goods			1	(D)	(D)	(D)	(D)	(D)	(D)
	Notions and other dry goods			1	(D)	(D)	(D)	(D)	(D)	(D)
	Cotton			-	-	-	-	-	-	-
	Farm-product raw materials, n.e.c.			3	1 876	110	28	35	254	104
5161	Chemicals and allied products			57	244 404	14 890	3 833	558	35 101	19 021
	Plastics materials and basic forms and shapes			4	(D)	(D)	(D)	(D)	(D)	(D)
	Chemicals and allied products, n.e.c.			53	(D)	(D)	(D)	(D)	(D)	(D)
5199	Non durable goods, n.e.c.			66	39 029	5 440	1 374	419	10 691	2 761
	Durable goods, n.e.c.			5	1 792	182	42	20	396	465
	Books, periodicals, and newspapers			15	16 911	1 802	528	150	3 983	1 074
	Flowers, nursery stock, and florists' supplies			11	4 978	764	181	77	1 887	302
	Non durable goods, n.e.c.			35	15 348	2 692	623	172	4 425	920
<b>Merchant Wholesalers</b>										
5013	5013 5015 pt.	Automotive parts and supplies	264	190 550	28 012	8 668	1 796	56 103	43 049	42 989
		Motor vehicle parts and supplies	253	186 558	27 325	6 477	1 735	54 658	42 718	42 657
		Motor vehicle parts, used	11	3 992	687	191	61	1 445	333	332
5039	Construction materials, n.e.c.			58	(D)	(D)	(D)	(D)	(D)	(D)
	Brick, stone, and related construction materials			20	(D)	(D)	(D)	(D)	(D)	(D)
	Roofing, siding, and insulation materials			10	(D)	(D)	(D)	(D)	(D)	(D)
	Construction materials, n.e.c.			28	(D)	(D)	(D)	(D)	(D)	(D)
5041	Sporting and recreational goods and supplies			19	35 142	2 867	674	235	8 322	5 734
	Toys and hobby goods and supplies			7	5 460	583	102	49	2 066	710
5063	Electrical apparatus and equipment, wiring supplies, and construction equipment			75	(D)	(D)	(D)	(D)	(D)	(D)
	Electrical apparatus and equipment, wiring supplies, and construction equipment			63	149 307	14 642	3 638	746	28 736	22 646
	Electrical parts and equipment, n.e.c.			4	(D)	(D)	(D)	(D)	(D)	(D)
5065 pt.	Industrial machinery and equipment			8	6 970	814	164	31	1 612	459
	Industrial machinery and equipment			28	(D)	(D)	(D)	(D)	(D)	(D)
5081	Electronic parts and equipment, n.e.c.			108	(D)	(D)	(D)	(D)	(D)	(D)
	Commercial machines and equipment			54	57 995	9 307	2 270	552	19 313	5 427
5084 pt.	Office equipment			29	15 154	2 572	564	146	4 588	1 608
	Computers and computer peripheral equipment and software			25	(D)	(D)	(D)	(D)	(D)	(D)
	Commercial equipment, n.e.c.			102	166 468	24 410	5 828	1 115	41 592	27 876
5086	Industrial machinery and equipment			58	61 613	8 594	2 325	528	17 925	8 478
	Professional equipment and supplies			33	(D)	(D)	(D)	(D)	(D)	(D)
	Medical, dental, and hospital equipment and supplies			9	(D)	(D)	(D)	(D)	(D)	(D)
	Ophthalmic goods			14	(D)	(D)	(D)	(D)	(D)	(D)
5099 pt.	Professional equipment and supplies, n.e.c.			42	38 074	4 050	948	239	8 277	6 691
	Durable goods, n.e.c.			1	(D)	(D)	(D)	(D)	(D)	(D)
	Piece goods			1	(D)	(D)	(D)	(D)	(D)	(D)
	Notions and other dry goods			1	-	-	-	-	-	-
	Cotton			3	1 876	110	28	35	254	104
5161	Chemicals and allied products			45	215 717	12 664	3 339	476	30 981	18 481
	Plastics materials and basic forms and shapes			4	(D)	(D)	(D)	(D)	(D)	(D)
	Chemicals and allied products, n.e.c.			41	(D)	(D)	(D)	(D)	(D)	(D)

**Table 4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
<b>Merchant Wholesalers—Con.</b>										
5199	5099 pt.	Nondurable goods, n.e.c. -----	61	37 707	5 293	1 335	403	10 381	2 757	2 917
		Durable goods, n.e.c. -----	5	1 792	182	42	20	396	465	476
5192		Books, periodicals, and newspapers -----	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5193		Flowers, nursery stock, and florists' supplies -----	11	4 978	764	181	77	1 887	302	310
5199		Nondurable goods, n.e.c. -----	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		<b>Manufacturers' sales branches and offices</b> -----	203	1 132 156	81 406	20 180	2 854	163 684	59 523	61 424
501	501 pt.	Motor vehicles and automotive parts and supplies -----	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic and hobby goods, toys and supplies -----	—	—	—	—	—	—	—	—
504 pt.		Professional and commercial equipment and supplies -----	—	—	—	—	—	—	—	—
509 pt.		Miscellaneous durable goods -----	—	—	—	—	—	—	—	—
506	506	Electrical goods -----	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Electrical goods -----	15	76 800	2 532	629	87	4 975	1 679	1 751
		Machinery, equipment, and supplies -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	504 pt.	Machinery, equipment, and supplies -----	67	396 760	44 687	10 842	1 370	83 383	38 241	39 095
	508 pt.	Professional and commercial equipment and supplies -----	29	215 844	33 184	7 925	955	61 046	7 934	7 709
		Machinery, equipment, and supplies -----	38	180 916	11 503	2 917	415	22 337	30 307	31 386
509	509 pt.	Miscellaneous durable goods -----	—	—	—	—	—	—	—	—
519	509 pt.	Miscellaneous nondurable goods -----	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	519	Miscellaneous durable goods -----	—	—	—	—	—	—	—	—
		Miscellaneous nondurable goods -----	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		<b>Agents, brokers, and commission merchants</b> -----	117	444 281	12 919	2 924	694	25 167	3 384	3 059
501	501 pt.	Motor vehicles and automotive parts and supplies -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic and hobby goods, toys and supplies -----	—	—	—	—	—	—	—	—
504 pt.		Professional and commercial equipment and supplies -----	—	—	—	—	—	—	—	—
509 pt.		Miscellaneous durable goods -----	—	—	—	—	—	—	—	—
506	506	Electrical goods -----	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Electrical goods -----	7	8 817	271	70	17	498	10	10
		Machinery, equipment, and supplies -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	504 pt.	Machinery, equipment, and supplies -----	28	63 968	4 947	1 193	188	9 884	1 655	1 607
	508 pt.	Professional and commercial equipment and supplies -----	10	11 611	975	304	49	2 120	432	467
		Machinery, equipment, and supplies -----	18	52 357	3 972	889	139	7 764	1 223	1 140
509	509 pt.	Miscellaneous durable goods -----	5	3 385	254	59	27	582	20	12
519	509 pt.	Miscellaneous nondurable goods -----	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	519	Miscellaneous durable goods -----	—	—	—	—	—	—	—	—
		Miscellaneous nondurable goods -----	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 5. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More:  
1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by A, see appendix F]

Geographic area	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
					Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Establishments (number)	Sales (\$1,000)
West Virginia	2 444	5 935 356	478 934	24 217	2 124	4 356 919	382 609	20 689	320	1 578 437
Barbour County	14	(D)	(D)	(D)	13	8 687	970	104	1	(D)
Philipps	4	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
Balance of county	10	(D)	(D)	(D)	9	(D)	(D)	(D)	1	(D)
Berkley County	46	(D)	(D)	(D)	44	57 188	4 881	289	2	(D)
Martinsburg	22	(D)	(D)	(D)	21	(D)	(D)	(D)	1	(D)
Balance of county	24	28 828	2 647	130	23	(D)	(D)	(D)	1	(D)
Boone County	12	(D)	(D)	(D)	12	(D)	(D)	(D)	1	(D)
Madison	3	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
Balance of county	9	(D)	(D)	(D)	9	(D)	(D)	(D)	1	(D)
Braxton County	18	(D)	(D)	(D)	16	20 210	1 527	93	2	(D)
Brooke County	14	(D)	(D)	(D)	14	(D)	(D)	(D)	1	(D)
Follansbee	4	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
Weirton (part) ▲	5	(D)	(D)	(D)	5	(D)	(D)	(D)	1	(D)
Wellsburg	4	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
Balance of county	1	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
Cabell County	232	966 077	70 402	3 337	196	(D)	(D)	(D)	36	(D)
Barboursville	7	63 632	1 560	48	4	(D)	(D)	(D)	3	(D)
Huntington (part) ▲	189	577 386	53 533	2 541	161	(D)	(D)	(D)	28	(D)
Balance of county	36	325 059	15 309	748	31	310 576	14 695	712	5	14 483
Calhoun County	6	(D)	(D)	(D)	8	(D)	(D)	(D)	1	(D)
Clay County	2	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
Doddridge County	1	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
Fayette County	47	(D)	(D)	(D)	43	48 516	5 988	292	4	(D)
Montgomery (part) ▲	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
Oak Hill	19	17 440	1 182	77	17	(D)	(D)	(D)	2	(D)
Balance of county	24	38 856	4 818	212	23	(D)	(D)	(D)	1	(D)
Gilmer County	6	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
Grant County	17	(D)	(D)	(D)	16	29 260	3 689	183	1	(D)
Greenbrier County	54	(D)	(D)	(D)	50	82 896	6 212	380	4	(D)
Lewisburg	10	(D)	(D)	(D)	9	(D)	(D)	(D)	1	(D)
White Sulphur Springs	1	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
Balance of county	43	74 409	5 263	345	40	(D)	(D)	(D)	3	(D)
Hampshire County	19	14 584	1 811	102	18	(D)	(D)	(D)	1	(D)
Hancock County	19	(D)	(D)	(D)	18	(D)	(D)	(D)	1	(D)
Chester	3	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
Weirton (part) ▲	12	(D)	(D)	(D)	12	(D)	(D)	(D)	1	(D)
Balance of county	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
Hardy County	11	17 176	873	85	10	(D)	(D)	(D)	1	(D)
Harrison County	137	275 109	23 482	1 303	121	224 438	20 046	1 172	16	50 671
Bridgeport	16	(D)	(D)	(D)	13	(D)	(D)	(D)	3	11 390
Clarksburg	68	113 645	11 473	666	63	102 703	10 898	633	5	10 942
Salem	7	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
Shinnston	7	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
Balance of county	46	86 534	7 371	400	38	58 195	5 228	330	8	28 339
Jackson County	23	27 282	2 027	147	20	20 889	1 782	119	3	6 393
Ravenswood	6	2 250	272	18	6	2 250	272	18	1	(D)
Ripley	5	5 496	294	21	4	(D)	(D)	(D)	1	(D)
Balance of county	12	19 536	1 461	108	10	(D)	(D)	(D)	2	(D)
Jefferson County	18	18 051	1 992	189	18	18 051	1 992	169	1	(D)
Charles Town	5	7 021	858	84	5	7 021	858	84	1	(D)
Balance of county	13	11 030	1 134	85	13	11 030	1 134	85	1	(D)
Kanawha County	506	1 333 133	129 593	5 623	405	880 921	91 362	4 383	101	452 212
Charleston	284	883 996	79 763	3 211	206	(D)	(D)	(D)	58	(D)
Dunbar	36	62 553	8 431	380	24	(D)	(D)	(D)	12	(D)
Montgomery (part) ▲	—	—	—	—	—	(D)	(D)	(D)	—	(D)
Nitro (part) ▲	36	79 020	7 215	404	32	(D)	(D)	(D)	4	(D)
St. Albans	28	46 748	4 451	229	20	22 346	2 610	153	8	24 402
South Charleston	48	97 885	12 451	535	42	82 883	10 682	469	6	14 982
Balance of county	94	162 951	17 282	884	81	132 461	14 757	775	13	30 490
Lewis County	18	31 796	1 861	97	17	(D)	(D)	(D)	1	(D)
Weston	9	(D)	(D)	(D)	9	(D)	(D)	(D)	1	(D)
Balance of county	9	(D)	(D)	(D)	8	(D)	(D)	(D)	1	(D)
Lincoln County	10	3 815	407	32	10	3 815	407	32	—	—
Logan County	55	73 218	7 232	378	51	(D)	(D)	(D)	4	(D)
Logan	16	21 187	2 028	107	14	(D)	(D)	(D)	2	(D)
Balance of county	39	52 031	5 204	271	37	(D)	(D)	(D)	2	(D)
McDowell County	27	35 191	2 759	183	24	(D)	(D)	(D)	3	(D)
Welch	12	25 248	1 935	126	11	(D)	(D)	(D)	1	(D)
Balance of county	15	9 945	824	57	13	(D)	(D)	(D)	2	(D)
Marion County	75	143 869	13 427	708	87	111 636	11 512	612	8	32 233
Fairmont	54	119 383	11 771	592	48	87 130	9 856	496	8	32 233
Mannington	4	1 547	150	13	4	1 547	150	13	—	—
Balance of county	17	22 959	1 506	103	17	22 959	1 506	103	—	—

Table 5. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More:  
1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F.]

Geographic area	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
					Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Establishments (number)	Sales (\$1,000)
<b>West Virginia—Con.</b>										
Marshall County	17	60 098	3 056	160	13	(D)	(D)	(D)	4	(D)
Moundsville	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
Wheeling (part) ▲	2	(D)	(D)	(D)	2	(D)	(D)	(D)	—	(D)
Balance of county	8	54 934	2 642	112	5	(D)	(D)	(D)	3	(D)
Mason County	22	53 534	3 265	166	17	50 478	3 014	133	5	3 056
Point Pleasant	11	15 345	898	73	7	(D)	(D)	(D)	4	(D)
Balance of county	11	38 189	2 367	93	10	(D)	(D)	(D)	1	(D)
Mercer County	101	374 709	26 139	1 373	89	191 138	17 694	1 028	12	183 571
Bluefield	45	179 753	9 339	520	36	(D)	(D)	(D)	9	(D)
Princeton	27	60 499	4 158	262	27	60 499	4 158	262	—	—
Balance of county	29	134 457	12 642	591	26	(D)	(D)	(D)	3	(D)
Mineral County	17	15 611	1 235	96	17	15 611	1 235	96	—	—
Keyser	6	4 933	319	32	6	4 933	319	32	—	—
Balance of county	11	10 678	916	64	11	10 678	916	64	—	—
Mingo County	49	62 781	5 230	286	46	50 739	4 628	259	3	12 042
Williamson	22	34 104	2 854	148	20	(D)	(D)	(D)	2	(D)
Balance of county	27	28 677	2 376	138	26	(D)	(D)	(D)	1	(D)
Monongalia County	87	230 753	14 084	711	75	111 283	10 442	588	12	119 470
Morgantown	50	58 818	6 501	372	44	(D)	(D)	(D)	6	(D)
Westover	12	59 881	1 819	74	9	(D)	(D)	(D)	3	(D)
Balance of county	25	112 054	5 764	265	22	(D)	(D)	(D)	3	(D)
Monroe County	8	8 531	319	34	6	(D)	(D)	(D)	2	(D)
Morgan County	13	18 105	2 218	101	12	(D)	(D)	(D)	1	(D)
Nicholas County	37	54 119	4 078	235	35	(D)	(D)	(D)	2	(D)
Richwood	2	(D)	(D)	(D)	2	(D)	(D)	(D)	—	—
Summersville	16	28 450	1 765	102	14	(D)	(D)	(D)	2	(D)
Balance of county	19	(D)	(D)	(D)	19	(D)	(D)	(D)	—	—
Ohio County	122	340 138	28 005	1 401	111	(D)	(D)	(D)	11	(D)
Bethlehem	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—
Wheeling (part) ▲	109	(D)	(D)	(D)	99	(D)	(D)	(D)	10	38 339 (D)
Balance of county	12	(D)	(D)	(D)	11	7 135	926	75	1	—
Pendleton County	11	7 497	601	50	11	7 497	601	50	—	—
Pleasants County	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
Pocahontas County	9	10 220	628	42	6	4 957	460	28	3	5 263
Preston County	32	58 419	3 197	228	28	(D)	(D)	(D)	4	(D)
Kingwood	9	13 456	857	68	8	(D)	(D)	(D)	1	(D)
Balance of county	23	44 963	2 340	160	20	(D)	(D)	(D)	3	(D)
Putnam County	52	179 386	14 751	769	43	107 692	10 081	615	9	71 694
Hurricane	9	(D)	(D)	(D)	9	(D)	(D)	(D)	—	—
Nitro (part) ▲	8	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
Balance of county	35	153 418	10 358	504	27	(D)	(D)	(D)	8	(D)
Raleigh County	145	284 842	28 346	1 386	125	221 556	23 722	1 201	20	63 286
Beckley	80	162 039	15 909	807	67	118 222	12 468	670	13	43 817
Balance of county	65	122 803	12 437	579	58	103 334	11 254	531	7	19 469
Randolph County	37	99 801	6 431	441	34	(D)	(D)	(D)	3	(D)
Elkins	23	84 020	5 369	351	21	(D)	(D)	(D)	2	(D)
Balance of county	14	15 781	1 062	90	13	(D)	(D)	(D)	1	(D)
Ritchie County	11	15 229	780	43	9	(D)	(D)	(D)	2	(D)
Roane County	19	16 837	1 237	88	18	(D)	(D)	(D)	1	(D)
Spencer	14	5 224	607	53	13	(D)	(D)	(D)	1	(D)
Balance of county	5	11 613	630	35	5	11 613	630	35	—	—
Summers County	11	15 572	1 157	81	11	15 572	1 157	81	—	—
Hinton	5	(D)	(D)	(D)	5	(D)	(D)	(D)	—	—
Balance of county	6	(D)	(D)	(D)	6	(D)	(D)	(D)	—	—
Taylor County	9	17 681	2 718	165	8	(D)	(D)	(D)	1	(D)
Grafton	5	(D)	(D)	(D)	4	4 071	274	21	1	(D)
Balance of county	4	(D)	(D)	(D)	4	(D)	(D)	(D)	—	—
Tucker County	5	2 020	311	25	5	2 020	311	25	—	—
Tyler County	8	3 256	387	29	8	3 256	387	29	—	—
Paden City (part) ▲	—	—	—	—	—	—	—	—	—	—
Balance of county	8	3 256	387	29	8	3 256	387	29	—	—
Upshur County	29	72 549	3 174	202	25	59 433	2 887	184	4	13 116
Buckhannon	17	50 082	2 487	150	15	(D)	(D)	(D)	2	(D)
Balance of county	12	22 467	687	52	10	(D)	(D)	(D)	2	(D)
Wayne County	29	78 237	6 436	359	28	(D)	(D)	(D)	1	(D)
Huntington (part) ▲	5	20 017	1 824	95	4	(D)	(D)	(D)	1	(D)
Kenova	10	24 659	1 086	77	10	24 659	1 086	77	—	—
Balance of county	14	33 561	3 526	187	14	33 561	3 526	187	—	—
Webster County	5	9 750	1 143	68	5	9 750	1 143	68	—	—
Wetzel County	13	14 406	1 176	78	12	(D)	(D)	(D)	1	(D)
New Martinsville	7	6 323	656	39	6	(D)	(D)	(D)	1	(D)
Paden City (part) ▲	—	—	—	—	—	—	—	—	—	—
Balance of county	6	8 083	520	39	6	8 083	520	39	—	—

**Table 5. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types		
					Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)	
<b>West Virginia—Con.</b>											
Wirt County	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—	—
Wood County	143	492 601	27 525	1 475	118	401 731	23 629	1 286	25	90 870	(D)
Parkersburg	105	(D)	(D)	(D)	82	310 387	16 457	850	23	(D)	(D)
Vienna	11	(D)	(D)	(D)	10	(D)	(D)	(D)	1	(D)	(D)
Williamstown	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	(D)	(D)
Balance of county	26	101 742	6 674	439	25	(D)	(D)	(D)	1	(D)	(D)
Wyoming County	11	29 776	1 623	90	7	11 436	760	53	4	18 340	(D)
Mullens	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)	(D)
Balance of county	9	(D)	(D)	(D)	6	(D)	(D)	(D)	3	(D)	(D)

**Table 6. Summary Statistics for Places With 200 Establishments or More: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
<b>CHARLESTON</b>											
	Wholesale trade	264	883 996	79 763	3 211	206	(D)	(D)	(D)	58	(D)
50	Durable goods	195	(D)	(D)	(D)	151	429 465	42 277	1 859	44	(D)
501	Motor vehicles and motor vehicle parts and supplies	26	(D)	(D)	(D)	23	(D)	(D)	(D)	3	(D)
502	Furniture and homefurnishings	9	(D)	(D)	(D)	9	(D)	(D)	(D)	—	(D)
503	Lumber and other construction materials	7	(D)	(D)	(D)	5	(D)	(D)	(D)	2	(D)
504	Professional and commercial equipment and supplies	40	(D)	(D)	(D)	27	(D)	(D)	(D)	13	(D)
505	Metals and minerals, except petroleum	15	190 487	2 693	84	9	(D)	(D)	(D)	6	(D)
506	Electrical goods	25	45 060	4 488	202	15	(D)	(D)	(D)	10	(D)
507	Hardware, and plumbing and heating equipment and supplies	17	37 559	3 638	167	14	(D)	(D)	(D)	3	(D)
508	Machinery, equipment, and supplies	47	155 871	20 732	672	40	123 228	18 358	627	7	32 643
509	Miscellaneous durable goods	9	11 270	1 253	79	9	11 270	1 253	79	—	(D)
51	Nondurable goods	69	(D)	(D)	(D)	55	(D)	(D)	(D)	14	(D)
511	Paper and paper products	11	(D)	(D)	(D)	9	(D)	(D)	(D)	2	(D)
512	Drugs, drug proprietaries, and druggists' sundries	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	(D)
513	Apparel, piece goods, and notions	—	—	—	—	—	—	—	—	—	(D)
514	Groceries and related products	21	(D)	(D)	(D)	18	(D)	(D)	(D)	3	(D)
515	Farm-product raw materials	—	—	—	—	—	—	—	—	—	(D)
516	Chemicals and allied products	5	(D)	(D)	(D)	4	2 927	465	13	1	(D)
517	Petroleum and petroleum products	10	(D)	(D)	(D)	6	13 475	1 120	61	4	(D)
518	Beer, wine, and distilled alcoholic beverages	3	(D)	(D)	(D)	3	(D)	(D)	(D)	—	(D)
519	Miscellaneous nondurable goods	18	35 538	2 089	125	14	(D)	(D)	(D)	4	(D)

Table 7. Summary Statistics for Counties With 200 Establishments or More: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by A, see appendix F.]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
<b>CABELL COUNTY</b>											
50	Wholesale trade	232	966 077	70 402	3 337	196	(D)	(D)	(D)	36	(D)
50	Durable goods	158	(D)	(D)	(D)	138	(D)	(D)	(D)	18	(D)
501	Motor vehicles and motor vehicle parts and supplies	18	(D)	(D)	(D)	18	(D)	(D)	(D)	-	-
502	Furniture and homefurnishings	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
503	Lumber and other construction materials	14	(D)	(D)	(D)	13	(D)	(D)	(D)	1	(D)
504	Professional and commercial equipment and supplies	32	(D)	(D)	(D)	28	(D)	(D)	(D)	6	(D)
505	Metals and minerals, except petroleum	8	(D)	(D)	(D)	5	(D)	(D)	(D)	3	(D)
506	Electrical goods	21	(D)	(D)	(D)	15	(D)	(D)	(D)	6	(D)
507	Hardware, and plumbing and heating equipment and supplies	12	(D)	(D)	(D)	11	(D)	(D)	(D)	1	(D)
508	Machinery, equipment, and supplies	34	63 398	8 903	428	34	63 398	8 903	428	-	-
509	Miscellaneous durable goods	12	(D)	(D)	(D)	11	(D)	(D)	(D)	1	(D)
51	Nondurable goods	76	(D)	(D)	(D)	58	(D)	(D)	(D)	18	(D)
511	Paper and paper products	12	(D)	(D)	(D)	10	(D)	(D)	(D)	2	(D)
512	Drugs, drug proprietaries, and druggists' sundries	8	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions	-	-	-	-	-	-	-	-	-	-
514	Groceries and related products	35	(D)	(D)	(D)	22	(D)	(D)	(D)	13	(D)
515	Farm-product raw materials	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
516	Chemicals and allied products	5	(D)	(D)	(D)	3	(D)	(D)	(D)	2	(D)
517	Petroleum and petroleum products	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
518	Beer, wine, and distilled alcoholic beverages	4	16 901	1 947	65	4	16 901	1 947	65	-	-
519	Miscellaneous nondurable goods	12	(D)	(D)	(D)	11	(D)	(D)	(D)	1	(D)
<b>KANAWHA COUNTY</b>											
50	Wholesale trade	506	1 333 133	129 593	5 623	405	880 921	91 362	4 383	101	452 212
50	Durable goods	395	(D)	(D)	(D)	313	718 950	76 491	3 596	82	(D)
501	Motor vehicles and motor vehicle parts and supplies	67	(D)	(D)	(D)	62	(D)	(D)	(D)	5	(D)
5012	Automobiles and other motor vehicles	6	22 195	2 204	119	5	(D)	(D)	(D)	-	-
5013	Motor vehicle supplies and new parts	49	(D)	(D)	(D)	45	56 017	7 024	457	4	(D)
5014	Tires and tubes	9	(D)	(D)	(D)	9	(D)	(D)	(D)	-	-
5015	Motor vehicle parts, used	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
502	Furniture and homefurnishings	13	(D)	(D)	(D)	13	(D)	(D)	(D)	-	-
5021	Furniture	7	16 428	2 647	130	7	16 428	2 647	130	-	-
5023	Homefurnishings	8	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
503	Lumber and other construction materials	22	45 955	5 544	279	17	(D)	(D)	(D)	5	(D)
5031	Lumber, plywood, millwork, and wood panels	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
5032	Brick, stone, and related construction materials	6	(D)	(D)	(D)	4	(D)	(D)	(D)	2	(D)
5033	Roofing, siding, and insulation materials	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
5039	Construction materials, n.e.c.	8	(D)	(D)	(D)	6	(D)	(D)	(D)	2	(D)
504	Professional and commercial equipment and supplies	68	(D)	(D)	(D)	50	(D)	(D)	(D)	18	(D)
5043	Photographic equipment and supplies	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5044	Office equipment	24	(D)	(D)	(D)	17	(D)	(D)	(D)	7	20 187
5045	Computers and computer peripheral equipment and software	22	94 920	16 773	517	13	6 740	1 391	64	9	88 180
5046	Commercial equipment, n.e.c.	5	3 306	913	46	5	3 306	913	46	-	-
5047	Medical, dental, and hospital equipment and supplies	9	(D)	(D)	(D)	7	11 416	1 672	79	2	(D)
5048	Ophthalmic goods	3	1 473	317	21	3	1 473	317	21	-	-
5049	Professional equipment and supplies, n.e.c.	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
505	Metals and minerals, except petroleum	24	(D)	(D)	(D)	16	(D)	(D)	(D)	8	53 391
5051	Metals service centers and offices	12	(D)	(D)	(D)	8	(D)	(D)	(D)	4	(D)
5052	Coal and other minerals and ores	12	173 385	1 815	67	8	(D)	(D)	(D)	4	(D)
506	Electrical goods	34	(D)	(D)	(D)	22	(D)	(D)	(D)	12	18 374
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	22	(D)	(D)	(D)	21	(D)	(D)	(D)	6	(D)
5064	Electrical appliances, television and radio sets	2	(D)	(D)	(D)	13	(D)	(D)	(D)	9	(D)
5065	Electronic parts and equipment, n.e.c.	10	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
507	Hardware, and plumbing and heating equipment and supplies	27	(D)	(D)	(D)	21	(D)	(D)	(D)	6	(D)
5072	Hardware	8	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
5074	Plumbing and heating equipment and supplies (hydronics)	8	(D)	(D)	(D)	8	(D)	(D)	(D)	2	(D)
5075	Warm air heating and air-conditioning equipment and supplies	9	21 768	1 869	74	8	(D)	(D)	(D)	3	(D)
5078	Refrigeration equipment and supplies	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
508	Machinery, equipment, and supplies	115	301 082	38 997	1 280	87	(D)	(D)	(D)	28	(D)
5082	Construction and mining (except petroleum) machinery and equipment	21	(D)	(D)	(D)	19	(D)	(D)	(D)	2	(D)
5083	Farm and garden machinery and equipment	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5084	Industrial machinery and equipment	48	(D)	(D)	(D)	28	(D)	(D)	(D)	20	(D)
5085	Industrial supplies	33	(D)	(D)	(D)	28	(D)	(D)	(D)	5	(D)
5087	Service establishment equipment and supplies	11	7 095	1 207	52	10	(D)	(D)	(D)	1	14 694
5088	Transportation equipment and supplies, except motor vehicles	-	-	-	-	-	-	-	-	-	-

Table 7. Summary Statistics for Counties With 200 Establishments or More: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F.]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
						Establish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)			
<b>KANAWHA COUNTY—Con.</b>											
50	Durable goods—Con.										
509	Miscellaneous durable goods	25	(D)	(D)	(D)	25	(D)	(D)	(D)	(D)	-
5091	Sporting and recreational goods and supplies	6	(D)	(D)	(D)	8	(D)	(D)	(D)	(D)	-
5092	Toys and hobby goods and supplies	3	1 267	213	16	3	1 267	213	18	(D)	-
5093	Scrap and waste materials	7	(D)	(D)	(D)	7	(D)	(D)	(D)	(D)	-
5094	Jewelry, watches, precious stones, and precious metals	2	(D)	(D)	(D)	2	(D)	(D)	(D)	(D)	-
5099	Durable goods, n.e.c.	7	(D)	(D)	(D)	7	(D)	(D)	(D)	(D)	-
51	Nondurable goods	111	(D)	(D)	(D)	92	161 971	14 871	787	19	(D)
511	Paper and paper products	15	(D)	(D)	(D)	13	(D)	(D)	(D)	2	(D)
5111	Printing and writing paper	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	(D)
5112	Stationery and office supplies	11	(D)	(D)	(D)	9	(D)	(D)	(D)	2	(D)
5113	Industrial and personal service paper	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	(D)
512	Drugs, drug proprietaries, and druggists' sundries	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5122	Drugs, drug proprietaries, and druggists' sundries	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5131	Piece goods, notions, and other dry goods	-	-	-	-	-	-	-	-	-	-
5136	Men's and boys' clothing and furnishings	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5137	Women's, children's and infants' clothing and accessories	-	-	-	-	-	-	-	-	-	-
5139	Footwear	-	-	-	-	-	-	-	-	-	-
514	Groceries and related products	31	(D)	(D)	(D)	28	(D)	(D)	(D)	3	(D)
5141	Groceries, general line	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5142	Packaged frozen foods	-	-	-	-	-	-	-	-	-	-
5143	Dairy products, except dried or canned	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
5144	Poultry and poultry products	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	(D)
5145	Confectionary	7	(D)	(D)	(D)	5	(D)	(D)	(D)	2	(D)
5146	Fish and seafoods	-	-	-	-	-	-	-	-	-	-
5147	Meats and meat products	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5148	Fresh fruits and vegetables	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5149	Groceries and related products, n.a.c.	10	15 972	1 859	127	10	15 972	1 859	127	-	-
515	Farm-product raw materials	-	-	-	-	-	-	-	-	-	-
5153	Grain and field beans	-	-	-	-	-	-	-	-	-	-
5154	Livestock	-	-	-	-	-	-	-	-	-	-
5159	Farm-product raw materials, n.e.c.	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products	15	(D)	(D)	(D)	12	(D)	(D)	(D)	3	(D)
5162	Plastics materials and basic forms and shapes	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5169	Chemicals and allied products, n.a.c.	14	(D)	(D)	(D)	11	(D)	(D)	(D)	3	(D)
517	Petroleum and petroleum products	18	(D)	(D)	(D)	11	(D)	(D)	(D)	7	(D)
5171	Petroleum bulk stations and terminals	10	(D)	(D)	(D)	4	7 502	656	35	6	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	8	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
518	Beer, wine, and distilled alcoholic beverages	4	23 500	2 878	97	4	23 500	2 878	97	-	-
5181	Beer and ale	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5182	Wine and distilled alcoholic beverages	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
519	Miscellaneous nondurable goods	24	(D)	(D)	(D)	20	(D)	(D)	(D)	4	2 541
5191	Farm supplies	4	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
5192	Books, periodicals, and newspapers	7	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
5193	Flowers, nursery stock, and florists' supplies	-	-	-	-	-	-	-	-	-	-
5194	Tobacco and tobacco products	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5198	Paints, varnishes, and supplies	5	(D)	(D)	(D)	3	(D)	(D)	(D)	2	(D)
5199	Nondurable goods, n.a.c.	6	(D)	(D)	(D)	5	(D)	(D)	(D)	1	(D)

Table 8. Summary Statistics for Metropolitan Statistical Areas: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
<b>CHARLESTON, WV MSA</b>											
	Wholesale trade	558	1 512 519	144 344	6 392	448	988 813	101 443	4 998	110	523 906
50	Durable goods	433	(D)	(D)	(D)	346	802 378	82 803	3 986	87	(D)
501	Motor vehicles and motor vehicle parts and supplies	72	108 074	12 125	722	67	97 443	10 913	665	5	10 631
5012	Automobiles and other motor vehicles	8	22 195	2 204	119	5	(D)	(D)	(D)	1	(D)
5013	Motor vehicle supplies and new parts	52	61 733	7 692	496	48	(D)	(D)	(D)	4	(D)
5014	Tires and tubes	10	23 510	2 150	99	10	23 510	2 150	99	-	-
5015	Motor vehicle parts, used	4	836	79	8	4	636	79	8	-	-
502	Furniture and home furnishings	15	29 603	4 236	248	15	29 603	4 236	248	-	-
5021	Furniture	7	16 428	2 647	130	7	16 428	2 647	130	-	-
5023	Home furnishings	8	13 175	1 589	118	8	13 175	1 589	118	-	-
503	Lumber and other construction materials	24	(D)	(D)	(D)	19	60 988	5 753	303	5	(D)
5031	Lumber, plywood, millwork, and wood panels	7	(D)	(D)	(D)	7	(D)	(D)	(D)	-	-
5032	Brick, stone, and related construction materials	6	(D)	(D)	(D)	4	(D)	(D)	(D)	2	(D)
5033	Roofing, siding, and insulation materials	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
5039	Construction materials, n.e.c.	9	(D)	(D)	(D)	7	9 585	1 293	64	2	(D)
504	Professional and commercial equipment and supplies	74	184 521	33 277	1 261	55	59 685	10 929	569	19	124 836
5043	Photographic equipment and supplies	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5044	Office equipment	28	50 190	11 250	479	21	30 003	5 536	287	7	20 187
5045	Computers and computer peripheral equipment and software	22	94 920	16 773	517	13	6 740	1 391	64	9	88 180
5046	Commercial equipment, n.e.c.	5	3 308	913	46	5	3 306	913	46	-	-
5047	Medical, dental, and hospital equipment and supplies	10	27 885	2 924	126	7	11 416	1 672	79	3	16 469
5048	Ophthalmic goods	3	1 473	317	21	3	1 473	317	21	-	-
5049	Professional equipment and supplies, n.e.c.	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
505	Metals and minerals, except petroleum	26	229 383	5 036	214	18	175 992	3 441	136	8	53 391
5051	Metals service centers and offices	14	55 998	3 121	147	10	(D)	(D)	(D)	4	14 388
5052	Coal and other minerals and ores	12	173 385	1 915	67	8	(D)	(D)	(D)	4	(D)
506	Electrical goods	35	65 008	7 637	339	23	46 634	6 144	286	12	18 374
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	23	(D)	(D)	(D)	14	33 083	3 510	165	9	(D)
5064	Electrical appliances, television and radio sets	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
5065	Electronic parts and equipment, n.e.c.	10	(D)	(D)	(D)	8	(D)	(D)	(D)	2	(D)
507	Hardware, and plumbing and heating equipment and supplies	32	81 800	6 832	270	25	48 882	4 765	221	7	12 918
5072	Hardware	9	16 045	2 486	94	7	(D)	(D)	(D)	2	(D)
5074	Plumbing and heating equipment and supplies (hydraulics)	10	(D)	(D)	(D)	8	12 909	1 442	67	2	(D)
5075	Warm air heating and air-conditioning equipment and supplies	11	(D)	(D)	(D)	8	24 471	1 853	82	3	(D)
5078	Refrigeration equipment and supplies	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	(D)
508	Machinery, equipment, and supplies	127	361 810	39 739	1 400	96	225 546	30 595	1 134	31	136 264
5082	Construction and mining (except petroleum) machinery and equipment	25	(D)	(D)	(D)	22	(D)	(D)	(D)	3	(D)
5083	Farm and garden machinery and equipment	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5084	Industrial machinery and equipment	52	157 744	15 200	527	30	50 614	8 557	363	22	107 130
5085	Industrial supplies	35	66 924	9 005	364	30	52 230	7 798	307	5	14 694
5087	Service establishment equipment and supplies	11	7 095	1 207	52	10	(D)	(D)	(D)	1	(D)
5088	Transportation equipment and supplies, except motor vehicles	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
509	Miscellaneous durable goods	28	57 605	6 027	424	28	57 605	6 027	424	-	-
5091	Sporting and recreational goods and supplies	8	27 304	1 904	157	8	27 304	1 904	157	-	-
5092	Toys and hobby goods and supplies	3	1 267	213	16	3	1 267	213	16	-	-
5093	Scrap and waste materials	7	(D)	(D)	(D)	7	(D)	(D)	(D)	-	-
5094	Jewelry, watches, precious stones, and precious metals	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5099	Durable goods, n.e.c.	8	9 406	1 133	62	8	9 406	1 133	62	-	-
51	Non durable goods	125	(D)	(D)	(D)	102	186 235	18 640	1 012	23	(D)
511	Paper and paper products	18	(D)	(D)	(D)	15	14 498	1 708	97	3	(D)
5111	Printing and writing paper	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	(D)
5112	Stationery and office supplies	14	15 230	1 968	96	11	(D)	(D)	(D)	3	(D)
5113	Industrial and personal service paper	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	(D)
512	Drugs, drug proprietaries, and druggists' sundries	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5122	Drugs, drug proprietaries, and druggists' sundries	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5131	Piece goods, notions, and other dry goods	-	-	-	-	-	-	-	-	-	-
5136	Men's and boys' clothing and furnishings	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5137	Women's, children's and infants' clothing and accessories	-	-	-	-	-	-	-	-	-	-
5139	Footwear	-	-	-	-	-	-	-	-	-	-
514	Groceries and related products	35	(D)	(D)	(D)	29	50 105	5 761	413	6	(D)
5141	Groceries, general line	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	(D)
5142	Packaged frozen foods	1	(D)	(D)	(D)	-	-	-	-	1	(D)
5143	Dairy products, except dried or canned	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
5144	Poultry and poultry products	1	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
5145	Confectionery	8	10 992	1 166	62	5	(D)	(D)	(D)	3	(D)

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						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
<b>CHARLESTON, WV MSA—Con.</b>											
51	<b>Nondurable goods—Con.</b>										
5146	Groceries and related products—Con.										
5147	Fish and seafoods	—	—	—	—	—	—	—	—	—	—
5148	Meats and meat products	3	9 815	789	38	2	(D)	(D)	(D)	1	(D)
5149	Fresh fruits and vegetables	4	(D)	(D)	(D)	4	(D)	(D)	(D)	—	—
5149	Groceries and related products, n.e.c.	10	15 972	1 859	127	10	15 972	1 859	127	—	—
515	Farm-product raw materials	—	—	—	—	—	—	—	—	—	—
5153	Grain and field beans	—	—	—	—	—	—	—	—	—	—
5154	Livestock	—	—	—	—	—	—	—	—	—	—
5159	Farm-product raw materials, n.e.c.	—	—	—	—	—	—	—	—	—	—
516	Chemicals and allied products	16	(D)	(D)	(D)	13	(D)	(D)	(D)	3	(D)
5162	Plastics materials and basic forms and shapes	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—
5169	Chemicals and allied products, n.e.c.	15	(D)	(D)	(D)	12	(D)	(D)	(D)	3	(D)
517	Petroleum and petroleum products	19	(D)	(D)	(D)	12	20 638	1 522	83	7	(D)
5171	Petroleum bulk stations and terminals	10	(D)	(D)	(D)	4	7 502	656	35	8	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	9	(D)	(D)	(D)	8	13 136	868	48	1	(D)
518	Beer, wine, and distilled alcoholic beverages	4	23 500	2 878	97	4	23 500	2 878	97	—	—
5181	Beer and ale	3	(D)	(D)	(D)	3	(D)	(D)	(D)	—	—
5182	Wine and distilled alcoholic beverages	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—
519	Miscellaneous nondurable goods	28	43 775	3 808	220	24	41 234	3 498	199	4	2 541
5191	Farm supplies	7	5 114	359	38	7	5 114	359	38	—	—
5192	Books, periodicals, and newspapers	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
5193	Flowers, nursery stock, and florists' supplies	—	—	—	—	—	—	—	—	—	—
5194	Tobacco and tobacco products	2	(D)	(D)	(D)	2	(D)	(D)	(D)	—	—
5198	Paints, varnishes, and supplies	5	(D)	(D)	(D)	3	(D)	(D)	(D)	2	(D)
5199	Nondurable goods, n.e.c.	7	6 811	1 669	81	6	(D)	(D)	(D)	1	(D)
<b>CUMBERLAND, MD-WV MSA</b>											
	<b>Wholesale trade</b>	119	527 782	22 504	1 203	101	(D)	(D)	(D)	18	(D)
50	<b>Durable goods</b>	73	409 415	12 702	822	83	(D)	(D)	(D)	10	(D)
501	Motor vehicles and motor vehicle parts and supplies	22	(D)	(D)	(D)	19	(D)	(D)	(D)	3	(D)
502	Furniture and homefurnishings	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—
503	Lumber and other construction materials	2	(D)	(D)	(D)	2	(D)	(D)	(D)	—	—
504	Professional and commercial equipment and supplies	10	(D)	(D)	(D)	8	(D)	(D)	(D)	2	(D)
505	Metals and minerals, except petroleum	5	17 929	1 108	47	4	(D)	(D)	(D)	1	(D)
506	Electrical goods	5	(D)	(D)	(D)	5	(D)	(D)	(D)	—	—
507	Hardware, and plumbing and heating equipment and supplies	7	(D)	(D)	(D)	7	(D)	(D)	(D)	—	—
508	Machinery, equipment, and supplies	14	15 592	2 113	105	10	(D)	(D)	(D)	4	(D)
509	Miscellaneous durable goods	7	(D)	(D)	(D)	7	(D)	(D)	(D)	—	—
51	<b>Nondurable goods</b>	48	118 387	9 802	581	38	(D)	(D)	(D)	8	(D)
511	Paper and paper products	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries	2	(D)	(D)	(D)	2	(D)	(D)	(D)	—	—
513	Apparel, piece goods, and notions	—	—	—	—	—	—	—	—	—	—
514	Groceries and related products	18	65 996	5 405	258	12	(D)	(D)	(D)	8	(D)
515	Farm-product raw materials	1	(D)	(D)	(D)	—	—	—	—	1	(D)
516	Chemicals and allied products	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—
517	Petroleum and petroleum products	7	21 465	1 360	123	7	21 465	1 360	123	—	—
518	Beer, wine, and distilled alcoholic beverages	6	12 269	1 264	60	6	12 269	1 264	60	—	—
519	Miscellaneous nondurable goods	6	12 572	1 008	72	6	12 572	1 008	72	—	—
<b>HUNTINGTON-ASHLAND, WV-KY-OH MSA</b>											
	<b>Wholesale trade</b>	458	1 497 065	111 728	5 718	396	1 123 509	94 803	5 127	82	373 558
50	<b>Durable goods</b>	288	854 352	84 722	2 992	264	480 870	53 531	2 708	24	173 882
501	Motor vehicles and motor vehicle parts and supplies	51	82 261	8 415	454	51	82 281	8 415	454	—	—
502	Furniture and homefurnishings	8	18 083	2 564	129	8	18 083	2 564	129	—	—
503	Lumber and other construction materials	26	25 442	3 092	194	25	(D)	(D)	(D)	1	(D)
504	Professional and commercial equipment and supplies	35	118 897	14 650	522	29	(D)	(D)	(D)	6	(D)
505	Metals and minerals, except petroleum	20	81 990	5 189	201	14	53 435	4 539	180	6	28 555
506	Electrical goods	37	154 586	11 444	492	31	(D)	(D)	(D)	8	(D)
507	Hardware, and plumbing and heating equipment and supplies	23	28 083	3 572	223	22	(D)	(D)	(D)	1	(D)
508	Machinery, equipment, and supplies	66	131 969	14 495	673	64	(D)	(D)	(D)	2	(D)
509	Miscellaneous durable goods	22	13 041	1 301	104	20	(D)	(D)	(D)	2	(D)
51	<b>Nondurable goods</b>	170	842 713	47 006	2 726	132	842 839	41 272	2 419	38	199 874
511	Paper and paper products	16	51 121	5 648	396	13	41 134	5 389	384	3	9 987
512	Drugs, drug proprietaries, and druggists' sundries	8	66 495	5 494	258	8	66 495	5 494	258	—	—
513	Apparel, piece goods, and notions	—	—	—	—	—	—	—	—	—	—
514	Groceries and related products	71	509 391	23 505	1 410	50	375 528	18 857	1 170	21	133 865
515	Farm-product raw materials	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)

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	<b>HUNTINGTON-ASHLAND, WV-KY-OH MSA</b> —Con.										
51	Nondurable goods—Con.										
516	Chemicals and allied products	9	30 682	3 059	122	7	(D)	(D)	(D)	2	(D)
517	Petroleum and petroleum products	20	89 748	2 066	120	12	(D)	(D)	(D)	8	(D)
518	Beer, wine, and distilled alcoholic beverages	8	(D)	(D)	(D)	8	(D)	(D)	(D)	—	(D)
519	Miscellaneous nondurable goods	36	65 868	4 414	305	33	(D)	(D)	(D)	3	(D)
	<b>PARKERSBURG-MARIETTA, WV-OH MSA</b>										
	Wholesale trade	243	811 404	44 345	2 436	201	541 324	38 528	2 151	42	270 080
50	Durable goods	161	234 043	26 282	1 455	146	201 211	23 837	1 367	15	32 832
501	Motor vehicles and motor vehicle parts and supplies	29	42 265	4 965	297	28	(D)	(D)	(D)	1	(D)
502	Furniture and homefurnishings	5	8 938	1 209	51	5	8 938	1 209	51	—	—
503	Lumber and other construction materials	14	21 463	1 879	116	14	21 463	1 879	116	—	—
504	Professional and commercial equipment and supplies	27	25 751	3 690	185	21	10 628	2 238	145	6	15 123
505	Metals and minerals, except petroleum	5	15 113	1 583	80	5	15 113	1 583	80	—	—
506	Electrical goods	11	21 375	1 678	94	10	(D)	(D)	(D)	1	(D)
507	Hardware, and plumbing and heating equipment and supplies	10	20 217	2 386	135	10	20 217	2 386	135	—	—
508	Machinery, equipment, and supplies	45	65 912	7 094	356	39	51 596	6 311	325	6	14 316
509	Miscellaneous durable goods	15	13 009	1 798	141	14	(D)	(D)	(D)	1	(D)
51	Nondurable goods	82	577 361	18 063	981	55	340 113	14 691	784	27	237 248
511	Paper and paper products	9	(D)	(D)	(D)	6	(D)	(D)	(D)	3	(D)
512	Drugs, drug proprietaries, and druggists' sundries	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—
513	Apparel, piece goods, and notions	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—
514	Groceries and related products	20	58 966	4 369	275	16	53 175	3 760	240	4	5 791
515	Farm-product raw materials	5	26 443	332	80	2	(D)	(D)	(D)	3	(D)
516	Chemicals and allied products	6	(D)	(D)	(D)	1	(D)	(D)	(D)	5	(D)
517	Petroleum and petroleum products	19	218 634	3 100	149	9	35 836	1 793	110	10	182 798
518	Beer, wine, and distilled alcoholic beverages	5	13 986	1 504	64	5	13 986	1 504	64	—	—
519	Miscellaneous nondurable goods	16	56 130	3 632	244	14	(D)	(D)	(D)	2	(D)
	<b>STEUBENVILLE-WEIRTON, OH-WV MSA</b>										
	Wholesale trade	122	296 077	23 813	1 168	113	240 514	22 422	1 108	9	55 563
50	Durable goods	75	135 863	14 477	714	74	(D)	(D)	(D)	1	(D)
501	Motor vehicles and motor vehicle parts and supplies	27	33 345	2 631	188	26	(D)	(D)	(D)	1	(D)
502	Furniture and homefurnishings	2	(D)	(D)	(D)	2	(D)	(D)	(D)	—	—
503	Lumber and other construction materials	2	(D)	(D)	(D)	2	(D)	(D)	(D)	—	—
504	Professional and commercial equipment and supplies	5	(D)	(D)	(D)	5	(D)	(D)	(D)	—	—
505	Metals and minerals, except petroleum	6	18 950	2 227	93	6	18 950	2 227	93	—	—
506	Electrical goods	8	19 838	1 032	85	8	19 838	1 032	85	—	—
507	Hardware, and plumbing and heating equipment and supplies	6	8 676	1 001	57	6	8 676	1 001	57	—	—
508	Machinery, equipment, and supplies	10	14 594	1 600	78	10	14 594	1 600	78	—	—
509	Miscellaneous durable goods	9	31 309	3 920	141	9	31 309	3 920	141	—	—
51	Nondurable goods	47	160 214	9 336	454	39	(D)	(D)	(D)	8	(D)
511	Paper and paper products	—	—	—	—	—	—	—	—	—	—
512	Drugs, drug proprietaries, and druggists' sundries	—	—	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions	—	—	—	—	—	—	—	—	—	—
514	Groceries and related products	15	30 321	2 906	162	13	(D)	(D)	(D)	2	(D)
515	Farm-product raw materials	—	—	—	—	—	—	—	—	—	—
516	Chemicals and allied products	2	(D)	(D)	(D)	2	(D)	(D)	(D)	—	—
517	Petroleum and petroleum products	10	78 696	2 207	64	6	(D)	(D)	(D)	4	(D)
518	Beer, wine, and distilled alcoholic beverages	12	23 231	2 346	117	11	(D)	(D)	(D)	1	(D)
519	Miscellaneous nondurable goods	8	(D)	(D)	(D)	7	(D)	(D)	(D)	—	(D)

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<b>WHEELING, WV-OH MSA</b>											
	<b>Wholesale trade</b>	211	501 846	40 998	2 120	188	430 220	38 388	1 998	23	71 826
50	<b>Durable goods</b>	139	198 463	23 180	1 237	130	188 147	22 052	1 188	9	32 318
501	Motor vehicles and motor vehicle parts and supplies	43	56 101	6 390	358	42	(D)	(D)	(D)	1	(D)
502	Furniture and homefurnishings	8	14 954	2 039	102	8	14 954	2 039	102	-	-
503	Lumber and other construction materials	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
504	Professional and commercial equipment and supplies	18	11 644	1 954	122	16	(D)	(D)	(D)	2	(D)
505	Metals and minerals, except petroleum	6	14 865	744	32	3	(D)	(D)	(D)	3	(D)
506	Electrical goods	12	18 741	1 464	101	11	(D)	(D)	(D)	1	(D)
507	Hardware, and plumbing and heating equipment and supplies	12	22 892	2 825	135	12	22 892	2 625	135	-	-
508	Machinery, equipment, and supplies	29	42 722	5 303	255	27	(D)	(D)	(D)	2	(D)
509	Miscellaneous durable goods	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
51	<b>Nondurable goods</b>	72	303 383	17 818	883	58	264 073	18 338	808	14	39 310
511	Paper and paper products	11	(D)	(D)	(D)	9	(D)	(D)	(D)	2	(D)
512	Drugs, drug proprietaries, and druggists' sundries	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions	-	-	-	-	-	-	-	-	-	-
514	Groceries and related products	21	73 398	5 709	334	20	(D)	(D)	(D)	1	(D)
515	Farm-product raw materials	4	15 374	144	21	-	-	-	-	4	15 374
516	Chemicals and allied products	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
517	Petroleum and petroleum products	12	35 639	1 709	104	7	(D)	(D)	(D)	5	(D)
518	Beer, wine, and distilled alcoholic beverages	7	(D)	(D)	(D)	7	(D)	(D)	(D)	-	-
519	Miscellaneous nondurable goods	13	36 980	1 817	121	11	(D)	(D)	(D)	2	(D)

Table 9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Establishments (number)	Sales (\$1,000)
<b>Wholesale trade</b>											
50	<b>Durable goods</b>	1 293	2 424 612	191 371	10 728	1 161	(D)	(D)	(D)	132	(D)
501	Motor vehicles and motor vehicle parts and supplies	817	1 305 185	115 866	6 227	758	957 063	102 642	5 720	59	348 122
5012	Automobiles and other motor vehicles	224	196 431	25 836	1 524	223	(D)	(D)	(D)	1	(D)
5013	Motor vehicle supplies and new parts	11	36 389	2 932	154	11	36 389	2 932	154	-	-
5014	Tires and tubes	165	107 916	15 520	958	164	(D)	(D)	(D)	1	(D)
5015	Motor vehicle parts, used	28	47 376	6 689	339	28	47 378	6 689	339	-	-
502	Furniture and homefurnishings	20	4 750	695	73	20	4 750	695	73	-	-
5021	Furniture	11	4 987	540	50	11	4 987	540	50	-	-
5023	Homefurnishings	6	(D)	(D)	(D)	8	(D)	(D)	(D)	-	-
503	Lumber and other construction materials	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
5031	Lumber, plywood, millwork, and wood panels	48	56 427	6 557	433	44	49 031	6 191	403	4	7 396
5032	Brick, stone, and related construction materials	23	38 146	3 494	260	20	(D)	(D)	(D)	3	(D)
5033	Roofing, siding, and insulation materials	10	9 426	1 246	51	10	9 426	1 246	51	-	-
5039	Construction materials, n.e.c.	4	2 865	212	15	3	(D)	(D)	(D)	1	(D)
504	Professional and commercial equipment and supplies	11	5 990	1 605	107	11	5 990	1 605	107	-	-
5043	Photographic equipment and supplies	61	42 748	5 051	379	54	36 360	3 985	336	7	6 388
5044	Office equipment	15	17 365	1 433	108	13	(D)	(D)	(D)	2	(D)
5045	Computers and computer peripheral equipment and software	15	9 583	1 470	82	12	(D)	(D)	(D)	3	(D)
5046	Medical, dental, and hospital equipment and supplies	11	6 092	901	63	11	6 092	901	63	-	-
5047	Ophthalmic goods	10	6 690	821	82	9	(D)	(D)	(D)	1	(D)
5049	Professional equipment and supplies, n.e.c.	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5049	Professional equipment and supplies, n.e.c.	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
505	Metals and minerals, except petroleum	52	314 909	10 714	414	37	105 671	7 361	315	15	209 238
5051	Metals service centers and offices	17	45 443	1 808	122	14	(D)	(D)	(D)	3	(D)
5052	Coal and other minerals and ores	35	269 466	8 806	292	23	(D)	(D)	(D)	12	(D)
506	Electrical goods	50	80 983	6 131	349	46	(D)	(D)	(D)	4	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	37	70 018	5 104	281	34	54 212	4 787	268	3	15 806
5064	Electrical appliances, television and radio sets	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5065	Electronic parts and equipment, n.e.c.	12	(D)	(D)	(D)	11	(D)	(D)	(D)	1	(D)

Table 9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
50	Durable goods—Con.										
507	Hardware, and plumbing and heating equipment and supplies	46	45 219	4 994	341	43	(D)	(D)	(D)	3	(D)
5072	Hardware	12	11 316	1 300	115	12	11 316	1 300	115	—	—
5074	Plumbing and heating equipment and supplies (hydraulics)	27	30 960	3 453	209	25	(D)	(D)	(D)	2	(D)
5075	Warm air heating and air-conditioning equipment and supplies	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
5078	Refrigeration equipment and supplies	2	(D)	(D)	(D)	2	(D)	(D)	(D)	—	—
508	Machinery, equipment, and supplies	249	510 410	50 956	2 358	227	407 133	43 114	2 058	22	103 277
5082	Construction and mining (except petroleum) machinery and equipment	100	304 191	26 675	1 140	86	223 470	21 234	926	14	80 721
5083	Farm and garden machinery and equipment	35	28 441	2 540	209	35	28 441	2 540	209	—	—
5084	Industrial machinery and equipment	58	96 248	12 284	561	51	(D)	(D)	(D)	7	(D)
5085	Industrial supplies	35	61 310	7 085	316	35	61 310	7 085	316	—	—
5087	Service establishment equipment and supplies	18	(D)	(D)	(D)	18	(D)	(D)	(D)	—	—
5088	Transportation equipment and supplies, except motor vehicles	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
509	Miscellaneous durable goods	76	53 071	5 087	379	73	(D)	(D)	(D)	3	(D)
5091	Sporting and recreational goods and supplies	8	2 618	371	33	8	2 618	371	33	—	—
5092	Toys and hobby goods and supplies	3	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
5093	Scrap and waste materials	26	16 310	1 409	140	25	(D)	(D)	(D)	—	—
5094	Jewelry, watches, precious stones, and precious metals	4	(D)	(D)	(D)	4	(D)	(D)	(D)	—	—
5099	Durable goods, n.e.c.	35	28 608	2 861	172	33	(D)	(D)	(D)	2	(D)
51	Nondurable goods	476	1 119 427	75 505	4 501	403	(D)	(D)	(D)	73	(D)
511	Paper and paper products	28	(D)	(D)	(D)	25	(D)	(D)	(D)	3	(D)
5111	Printing and writing paper	—	—	—	—	—	—	—	—	—	—
5112	Stationery and office supplies	22	(D)	(D)	(D)	20	(D)	(D)	(D)	2	(D)
5113	Industrial and personal service paper	6	(D)	(D)	(D)	5	13 020	1 763	83	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries	9	43 548	1 583	97	9	43 548	1 583	97	—	—
5122	Drugs, drug proprietaries, and druggists' sundries	9	43 548	1 583	97	9	43 548	1 583	97	—	—
513	Apparel, piece goods, and notions	5	2 230	515	22	5	2 230	515	22	—	—
5131	Piece goods, notions, and other dry goods	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—
5136	Men's and boys' clothing and furnishings	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—
5137	Women's, children's and infants' clothing and accessories	3	(D)	(D)	(D)	3	(D)	(D)	(D)	—	—
5139	Footwear	—	—	—	—	—	—	—	—	—	—
514	Groceries and related products	107	265 809	24 579	1 410	80	138 564	13 028	861	27	127 245
5141	Groceries, general line	16	45 539	3 533	269	16	45 539	3 533	269	—	—
5142	Packaged frozen foods	3	(D)	(D)	(D)	3	(D)	(D)	(D)	—	—
5143	Dairy products, except dried or canned	16	(D)	(D)	(D)	6	2 873	179	14	10	(D)
5144	Poultry and poultry products	2	(D)	(D)	(D)	2	(D)	(D)	(D)	—	—
5145	Confectionery	9	7 063	984	94	8	(D)	(D)	(D)	1	(D)
5146	Fish and seafoods	—	—	—	—	—	—	—	—	—	—
5147	Meats and meat products	8	22 301	1 325	95	7	(D)	(D)	(D)	1	(D)
5148	Fresh fruits and vegetables	12	20 496	1 664	107	10	(D)	(D)	(D)	2	(D)
5149	Groceries and related products, n.e.c.	41	138 422	14 251	665	28	47 786	5 189	262	13	90 636
515	Farm-product raw materials	19	(D)	(D)	(D)	9	(D)	(D)	(D)	10	(D)
5153	Grain and field beans	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—
5154	Livestock	17	(D)	(D)	(D)	7	(D)	(D)	(D)	10	(D)
5159	Farm-product raw materials, n.e.c.	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—
516	Chemicals and allied products	25	35 490	4 057	203	23	(D)	(D)	(D)	2	(D)
5162	Plastics materials and basic forms and shapes	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—
5169	Chemicals and allied products, n.e.c.	24	(D)	(D)	(D)	22	(D)	(D)	(D)	2	(D)
517	Petroleum and petroleum products	118	500 387	21 231	1 124	92	(D)	(D)	(D)	28	(D)
5171	Petroleum bulk stations and terminals	97	388 368	17 098	955	77	(D)	(D)	(D)	20	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	21	112 019	4 133	169	15	(D)	(D)	(D)	6	(D)
518	Beer, wine, and distilled alcoholic beverages	40	73 019	8 107	383	39	(D)	(D)	(D)	1	(D)
5181	Beer and ale	39	(D)	(D)	(D)	38	(D)	(D)	(D)	1	(D)
5182	Wine and distilled alcoholic beverages	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—
519	Miscellaneous nondurable goods	125	110 795	8 913	777	121	(D)	(D)	(D)	4	(D)
5191	Farm supplies	72	59 709	5 271	460	72	59 709	5 271	460	—	—
5192	Books, periodicals, and newspapers	7	6 890	757	83	7	6 890	757	83	—	—
5193	Flowers, nursery stock, and florists' supplies	7	2 703	419	57	7	2 703	419	57	—	—
5194	Tobacco and tobacco products	14	32 623	1 592	102	14	32 623	1 592	102	—	—
5198	Paints, varnishes, and supplies	6	2 740	342	27	4	(D)	(D)	(D)	2	(D)
5199	Nondurable goods, n.e.c.	19	6 130	532	48	17	(D)	(D)	(D)	2	(D)

Table 10. Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Rank <sup>1</sup>	Cumulative		Geographic area	Rank <sup>1</sup>	Cumulative	
		Sales (\$1,000)	Percent of State total			Sales (\$1,000)	Percent of State total
West Virginia -----	(X)	5 935 356	100.0	West Virginia—Con.			
Charleston -----	1	883 996	14.9	Kingwood -----	28	13 456	55.2
Huntington ▲ -----	2	597 403	25.0	Charles Town -----	27	7 021	55.3
Wheeling ▲ -----	3	330 200	30.5	New Martinsville -----	28	6 323	55.4
Bluefield -----	4	179 753	33.6	Ripley -----	29	5 498	55.5
Beckley -----	5	162 039	36.3	Spencer -----	30	5 224	55.8
Fairmont -----	6	119 363	38.3	Keyser -----	31	4 933	55.7
Clarksburg -----	7	113 645	40.2	Ravenswood -----	32	2 250	55.7
South Charleston -----	8	97 865	41.9	Montgomery ▲ -----	33	1 904	55.7
Nitro ▲ -----	9	92 151	43.4	Mannington -----	34	1 547	55.8
Elkins -----	10	84 020	44.8	Paden City ▲ -----	(X)	—	55.8
Barboursville -----	11	63 632	45.9	Salem -----	(X)	—	55.8
Dunbar -----	12	62 553	46.9	Bethlehem -----	(X)	—	(X)
Princeton -----	13	60 499	48.0	Bridgeport -----	(X)	—	(X)
Westover -----	14	59 881	49.0	Chester -----	(X)	—	(X)
Morgantown -----	15	58 818	50.0	Follansbee -----	(X)	—	(X)
Buckhannon -----	16	50 082	50.8	Martinsburg -----	(X)	—	(X)
St. Albans -----	17	46 748	51.6	Moundsville -----	(X)	—	(X)
Williamson -----	18	34 104	52.2	Mullens -----	(X)	—	(X)
Weirton ▲ -----	19	33 161	52.7	Parkersburg -----	(X)	—	(X)
Summersville -----	20	28 450	53.2	Philipi -----	(X)	—	(X)
Welch -----	21	25 246	53.6	Richwood -----	(X)	—	(X)
Kenova -----	22	24 659	54.1	Shinnston -----	(X)	—	(X)
Logan -----	23	21 187	54.4	Vienna -----	(X)	—	(X)
Oak Hill -----	24	17 440	54.7	Wellsville -----	(X)	—	(X)
Point Pleasant -----	25	15 345	55.0	Weston -----	(X)	—	(X)
				White Sulphur Springs -----	(X)	—	(X)
				Williamstown -----	(X)	—	(X)

<sup>1</sup>Places with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.

Table 11. Counties Ranked by Volume of Sales: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Rank <sup>1</sup>	Cumulative		Geographic area	Rank <sup>1</sup>	Cumulative	
		Sales (\$1,000)	Percent of State total			Sales (\$1,000)	Percent of State total
West Virginia -----	(X)	5 935 356	100.0	West Virginia—Con.			
Kanawha -----	1	1 333 133	22.5	Taylor -----	26	17 681	91.2
Cabell -----	2	966 077	38.7	Hardy -----	27	17 176	91.5
Wood -----	3	492 601	47.0	Roane -----	28	16 837	91.7
Mercer -----	4	374 709	53.4	Mineral -----	29	15 611	92.0
Ohio -----	5	340 138	59.1	Summers -----	30	15 572	92.3
Raleigh -----	6	284 842	63.9	Ritchie -----	31	15 229	92.5
Harrison -----	7	275 109	68.5	Hampshire -----	32	14 584	92.8
Monongalia -----	8	230 753	72.4	Wetzel -----	33	14 406	93.0
Putnam -----	9	179 386	75.4	Pocahontas -----	34	10 220	93.2
Marion -----	10	143 869	77.8	Webster -----	35	9 750	93.3
Randolph -----	11	99 801	79.5	Monroe -----	36	8 531	93.5
Wayne -----	12	78 237	80.8	Pendleton -----	37	7 497	93.6
Logan -----	13	73 218	82.1	Lincoln -----	38	3 815	93.7
Upshur -----	14	72 549	83.3	Tucker -----	39	3 258	93.7
Mingo -----	15	62 781	84.4	Barbour -----	(X)	2 020	93.8
Marshall -----	16	60 098	85.4	Berkeley -----	(X)	—	(X)
Preston -----	17	58 419	86.4	Boone -----	(X)	—	(X)
Nicholas -----	18	54 119	87.3	Braxton -----	(X)	—	(X)
Mason -----	19	53 534	88.2	Brooke -----	(X)	—	(X)
McDowell -----	20	35 191	88.8	Calhoun -----	(X)	—	(X)
Lewis -----	21	31 796	89.3	Clay -----	(X)	—	(X)
Wyoming -----	22	29 776	89.8	Doddridge -----	(X)	—	(X)
Jackson -----	23	27 282	90.3	Fayette -----	(X)	—	(X)
Morgan -----	24	18 105	90.6	Gilmer -----	(X)	—	(X)
Jefferson -----	25	18 051	90.9	Grant -----	(X)	—	(X)
				Greenbrier -----	(X)	—	(X)
				Hancock -----	(X)	—	(X)
				Pleasants -----	(X)	—	(X)
				Wirt -----	(X)	—	(X)

<sup>1</sup>Counties with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.



## APPENDIX A. General Explanation

### CENSUS COVERAGE AND METHODOLOGY

**Structure and method of enumeration**—All wholesale firms that had at least one quarter of payroll in 1987 were included in the census of wholesale trade and were mailed either a regular census form or a short form designed to collect basic data and classification information only. The coverage and the method of obtaining census information from each follow:

1. Large companies, i.e., all multiunit firms and all single unit firms above the payroll size cutoff established to separate large from small employers, and a 10-percent sample of the small employers were mailed the appropriate 1987 Census of Distributive Trades establishment report forms. Although the payroll cutoff varied by kind of business, small employers generally included firms with one to three employees and represented about 10 percent of total wholesale sales. For the large companies, a report of company organization is conducted periodically to identify firms which operated establishments at more than one location and to obtain information on payroll and mid-March employment at each location. The 1986 Report of Company Organization was used as a coverage check in the census. In the census mailing package containing the appropriate 1987 questionnaires, multiestablishment firms also were sent a form to use in updating the list of establishments with those opened since 1986.
2. Small companies other than those included in the 10-percent sample described above were mailed the short forms, which did not include questions on sales by commodity lines and employment by principal activity.

**Method of classifying kinds of business**—Establishments receiving the regular census forms were classified on the basis of their answers to questions on sales by commodity lines and other inquiries. Those that received short forms were classified on the basis of their self-designation and answers to other inquiries.

### COMPARABILITY OF THE 1982 AND 1987 CENSUSES

The 1982 and 1987 censuses were conducted under similar conditions and procedures except for the following:

**Classifications**—In 1982, classifications were based on the 1972 Standard Industrial Classification (SIC) Manual and its 1977 Supplement. For 1987, classifications are based on the 1987 SIC Manual.<sup>1</sup> There are major revisions to the SIC structure for 1987 which limit the comparability of data between the 1982 and 1987 censuses. The kinds of business involving the most significant changes for wholesale trade are within SIC major groups 501, 503, 504, 506, 508, 509, 513, 515, 516, and 519. These changes are described in detail in the "Kind-of-Business Classifications" section below and in appendix H.

It was not possible to retabulate 1982 data based on the revised 1987 classifications for comparative purposes since, in many cases, the necessary information was not available for assigning the new 1987 classifications to the 1982 records. However, 1987 census records were assigned both a 1987 and 1982 census classification. Census data for 1987 are presented based on the 1987 classifications for all geographic areas included in this publication (see "Geographic Areas Covered" in the Introduction). In addition, data for the United States and each State are presented for both 1987 and 1982 based on the 1972 classifications in tables 3 and 4 of this publication.

**Geographic areas**—The boundaries of a number of areas for which data are shown in the 1987 census are not the same as in the 1982 census because of annexations; other boundary changes; and redefinitions of previously defined standard metropolitan statistical areas (SMSA's) and standard consolidated statistical areas (SCSA's) into metropolitan statistical areas (MSA's), primary metropolitan statistical areas (PMSA's), and consolidated metropolitan statistical areas (CMSA's).<sup>2</sup>

**Establishments**—In 1982 and prior censuses, the count of establishments (defined below) represented the number

<sup>1</sup>Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

<sup>2</sup>Newly defined metropolitan statistical areas (MSA's) and also certain terminology changes were announced by the Office of Management and Budget (OMB) effective June 30, 1983. The previous term "standard metropolitan statistical area" was shortened to metropolitan statistical area. If an area has more than 1 million population and meets certain other specified requirements, it now is termed a "consolidated metropolitan statistical area" (CMSA) and consists of major components recognized as "primary metropolitan statistical areas" (PMSA's). Many of these PMSA's were formerly recognized as SMSA's and the majority were also included in standard consolidated statistical areas defined by OMB beginning in 1975, each of which consisted of two or more closely associated SMSA's. Metropolitan areas not included in CMSA's are designated simply as metropolitan statistical areas (MSA's).

in business at the end of the year. For 1987, the count of establishments in this publication represents those in business at any time during 1987.

A comparison of the number of establishments in business at the end of the year versus the number active any time during the year for the State as a whole is presented in appendix G.

## EXPLANATION OF TERMS

**Establishments**—An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Census of wholesale trade figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Estimates of this number were derived from a sample and will be provided in the wholesale trade report, *Miscellaneous Subjects* (WC87-S-4). Each wholesale establishment was tabulated according to the physical location at which the business was conducted. The count of establishments in this publication represents the number in business at any time during the year.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted under the same ownership at a single location, and when conditions prescribed by the SIC manual for recognizing the existence of more than one establishment were met, separate establishment reports for each of the different activities were obtained in the census.

**Firms**—A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic censuses, the terms "firm" and "company" are synonymous.

**Sales**—Sales include merchandise sold for cash or credit at wholesale and retail by establishments primarily engaged in wholesale trade; receipts from rental or leasing of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer and passed on to the wholesaler.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

Sales in this report do not include wholesale sales made by manufacturers, retailers, service establishments, or other businesses whose primary activity is other than wholesale trade. They do include receipts other than from the sale of merchandise at wholesale, e.g., service receipts, retail sales, etc., by establishments primarily engaged in wholesale trade.

Sales figures include sales of all establishments in business at any time during the year. Sales shown for agents and brokers represented the value of the goods involved in the transactions rather than the commissions received or earnings.

**Annual payroll**—Payroll includes all forms of compensation such as salaries, wages, commissions, bonuses, vacation allowances, sick-leave pay, and the value of payments in kind (e.g., free meals and lodgings) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the IRS on form 941.

**First quarter payroll**—This item consists of payroll, as defined above, paid to persons employed at any time during the quarter January to March 1987.

**Paid employees for pay period including March 12**—Paid employees consist of the full-time and part-time employees, including salaried officers and executives of corporations, who were on the payroll in the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS form 941.

**1987 and 1986 inventories**—Inventories consist of stocks of merchandise for sale at the end of 1987 and 1986. They were reported on an ownership basis; all merchandise owned by reporting establishments is included, even though some may be held by others for sale on consignment. Goods held by the reporting establishment, but owned by others, are not included. Data for 1987 and 1986 inventories LIFO composition will be published in the 1987 Census of Wholesale Trade *Miscellaneous Subjects* report (WC87-S-4).

**Operating expenses**—Operating expenses include payroll as well as overhead expenses of the establishment. They do not include the cost of goods sold or income or excise taxes, or withdrawals by proprietors or partners of unincorporated businesses.

**Auxiliary establishments**—Each company included in the census was asked to identify and report separately those auxiliary locations whose primary functions were to manage, administer, service, or support the activities of the other establishments of the company. Data in this report do not include auxiliary establishments. Data for auxiliaries are presented for more detailed industry breakdowns in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

## KIND-OF-BUSINESS CLASSIFICATIONS

Wholesale trade, major groups 50 and 51 in the 1987 SIC manual, includes establishments primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

The principal types of establishments included are:

1. Merchant wholesalers who take title to the goods they sell, such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, drop shippers, retailer cooperative warehouses, terminal elevators, and cooperative buying associations.
2. Manufacturers' sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products.
3. Agents, brokers, and commission merchants who buy or sell products owned by others on a commission or agency basis.

Establishments primarily engaged in the wholesale distribution of used products are classified on the basis of the product sold. Establishments primarily engaged in selling merchandise to contractors are included in wholesale trade, with the exception of lumber yards and paint, glass, and wallpaper stores. These exceptions are classified in retail trade if they sell to the general public, even if a higher proportion of their sales is made to contractors.

Establishments covered by the census were assigned kind-of-business classifications according to the industry classifications defined in the 1972 and 1987 SIC Manuals. Establishments were classified into 1972 SIC based kinds-of-business that were detailed enough to provide a direct conversion to a 1987 SIC based kind of business. Each establishment, therefore, has both a 1972 and a 1987 SIC based kind of business which greatly simplifies tabulations

of bridge tables and comparison tables in this publication. All other State tables and all substate geographic tables use the 1987 SIC based classifications.

Kind-of-business classifications are not interchangeable with commodity classifications, because most businesses sell several kinds of commodities. The kind-of-business code assigned generally reflects either the individual commodity or the commodity group which is the primary source of the establishment's receipts, or some mixture of commodities which characterizes the establishment's business. Thus, the classification of establishments by kind of business does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity. For example, the groceries and related products classification excludes establishments selling food if the sale of food is not the primary source of receipts; moreover, even though establishments are classified as groceries and related products, some of their receipts may be derived from the sale of nonfood products. Information on the extent to which commodities are handled by different kinds of business is available in the 1987 Census of Wholesale Trade report, Commodity Line Sales (WC87-S-3). Descriptions of the 1987 Census of Wholesale Trade kind-of-business classifications follow:

### Durable Goods (SIC Major Group 50)

This major group includes establishments primarily engaged in the wholesale distribution of durable goods.

### Motor vehicles and motor vehicle parts and supplies (SIC 501)

**Automobiles and other motor vehicles (SIC 5012)**—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles, trucks, trailers, and other motor vehicles, including motorcycles, motor homes, and snowmobiles. Automobile distributors primarily engaged in selling at retail to individual customers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in Retail Trade, Industry 5511.

SIC 5012 is subdivided in some tables into—

1. Automobiles and motorcycles
2. Buses and recreational vehicles
3. Light trucks (14,000 lb or less)
4. Medium and heavy trucks (Over 14,000 lb)

**Motor vehicle supplies and new parts (SIC 5013)**—Establishments primarily engaged in the wholesale distribution of motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts.

SIC 5013 is subdivided in some tables into—

1. Motor vehicle supplies and new parts—warehouse distributors

- a. Motor vehicle supplies and new parts—warehouse distributors (without machine shop).
- b. Motor vehicle supplies and new parts—warehouse distributors (with machine shop).
- 2. Motor vehicle supplies and new parts—jobbers
  - a. Motor vehicle supplies and new parts—jobbers (without machine shop).
  - b. Motor vehicle supplies and new parts—jobbers (with machine shop).
- 3. Petroleum products marketing equipment

**Tires and tubes (SIC 5014)**—Establishments primarily engaged in the wholesale distribution of tires and tubes for passenger and commercial vehicles.

**Motor vehicle parts, used (SIC 5015)**—Establishments primarily engaged in the distribution at wholesale or retail of used motor vehicle parts. This industry includes establishments primarily engaged in dismantling motor vehicles for the purpose of selling parts. Establishments primarily engaged in dismantling motor vehicles for scrap are classified in Industry 5093.

## Furniture and homefurnishings (SIC 502)

**Furniture (SIC 5021)**—Establishments primarily engaged in the wholesale distribution of furniture, including bed-springs, mattresses, and other household furniture; office furniture; and furniture for public parks and buildings. Establishments primarily engaged in the wholesale distribution of partitions, shelving, lockers, and store fixtures are classified in Industry 5046.

SIC 5021 is subdivided in some tables into—

- 1. Household and lawn furniture.
- 2. Office and business furniture.

**Homefurnishings (SIC 5023)**—Establishments primarily engaged in the wholesale distribution of homefurnishings and housewares, including antiques; china; glassware and earthenware; lamps (including electric), curtains and draperies; linens and towels; and carpets, linoleum, and all other types of hard and soft surface floor coverings. Establishments primarily engaged in the wholesale distribution of other electrical household goods are classified in Industry 5064, and those distributing precious metal flatware are classified in Industry 5094.

SIC 5023 is subdivided in some tables into—

- 1. Household china, glassware, and crockery.
- 2. Linens, domestics, draperies and curtains.
- 3. Floor coverings.
- 4. Other homefurnishings.

## Lumber and other construction materials (SIC 503)

**Lumber, plywood, millwork and wood panels (SIC 5031)**—Establishments, with or without yards, primarily engaged in the wholesale distribution of rough, dressed, and finished lumber (but not timber); plywood; reconstituted wood fiber products; doors and windows and their frames (all materials); wood fencing; and other wood or metal millwork.

SIC 5031 is subdivided in some tables into—

- 1. Lumber—without yard.
- 2. Lumber—with yard.
- 3. Plywood, millwork, and wood panels

**Brick, Stone, and Related Construction Materials (SIC 5032)**—Establishments primarily engaged in the wholesale distribution of stone, cement, lime construction sand, and gravel; brick (except refractory); asphalt and concrete mixtures; and concrete, stone, and structural clay products (other than refractories). Distributors of industrial sand and of refractory materials are classified in Industry 5085. Establishments primarily engaged in producing ready-mixed concrete are classified in Manufacturing, Industry 3273.

**Roofing, Siding, and Insulation Materials (SIC 5033)**—Establishments primarily engaged in the wholesale distribution of roofing, siding (except wood), and insulation materials.

**Construction materials, n.e.c. (SIC 5039)**—Establishments primarily engaged in the wholesale distribution of mobile homes and of construction materials, not elsewhere classified, including prefabricated buildings and glass. Establishments selling construction materials to the general public and known as retail in the trade are classified in Retail Trade, Industry 5211. Establishments primarily engaged in marketing heavy structural metal products are classified in Industry 5051.

SIC 5039 is subdivided in some tables into—

- 1. Flat glass and other construction glass.
- 2. Other construction materials.

## Professional and Commercial Equipment and Supplies (SIC 504)

**Photographic equipment and supplies (SIC 5043)**—Establishments primarily engaged in the wholesale distribution of photographic equipment and supplies. Establishments primarily engaged in the wholesale distribution of photocopy, microfilm, and similar equipment are classified in Industry 5044.

**Office equipment (SIC 5044)**—Establishments primarily engaged in the wholesale distribution of office machines and related equipment, including photocopy and microfilm equipment and safes and vaults. These establishments frequently also sell office supplies. However, establishments primarily engaged in wholesaling most office supplies are classified in Industry Group 511. Establishments primarily engaged in wholesaling office furniture are classified in Industry Group 5021; and those wholesaling computers and peripheral equipment are classified in Industry 5045.

**Computers and computer peripheral equipment and software (SIC 5045)**—Establishments primarily engaged in the wholesale distribution of computers, computer peripheral equipment, and computer software. These establishments frequently also may sell related supplies, but establishments primarily engaged in wholesaling supplies are classified according to the individual product (for example, computer paper in Industry 5112). Establishments primarily engaged in the wholesale distribution of modems and other electronic communications equipment are classified in Industry 5065. Establishments primarily engaged in selling computers and computer peripheral equipment and software for other than business or professional use are classified in Retail Trade, Industry 5734.

SIC 5045 is subdivided in some tables into—

1. Computers and peripheral equipment (selling primarily to business customers).
2. Computer software (prepackaged, off-the-shelf).

**Commercial Equipment, n.e.c. (SIC 5046)**—Establishments primarily engaged in the wholesale distribution of commercial and related machines and equipment, not elsewhere classified, such as commercial cooking and food service equipment; partitions, shelving, lockers, and store fixtures; electrical signs; and balances and scales, except laboratory.

SIC 5046 is subdivided in some tables into—

1. Restaurant and hotel equipment and supplies.
2. Store machines and equipment.

**Medical, dental, and hospital equipment and supplies (SIC 5047)**—Establishments primarily engaged in the wholesale distribution of surgical and other medical instruments, apparatus, and equipment; dentist equipment; artificial limbs; operating room and hospital equipment; X-ray machines; and other electromedical equipment and apparatus used by physicians and in hospitals. Also included in this industry are establishments primarily engaged in the wholesale distribution of professional supplies used by medical and dental practitioners.

SIC 5047 is subdivided in some tables into—

1. Medical and hospital equipment
2. Dental supplies

**Ophthalmic Goods (SIC 5048)**—Establishments primarily engaged in the wholesale distribution of professional equipment and goods used, prescribed, or sold by ophthalmologists, optometrists, and opticians, including ophthalmic frames, lenses, and sunglass lenses.

**Professional equipment and supplies, n.e.c. (SIC 5049)**—Establishments primarily engaged in the wholesale distribution of professional equipment and supplies, not elsewhere classified, such as drafting instruments, laboratory equipment, and scientific instruments.

SIC 5049 is subdivided in some tables into—

1. Religious and school supplies.
2. Other professional equipment and supplies. Establishments primarily engaged in selling specialty lines of professional equipment and supplies not mentioned above, such as veterinarian equipment and supplies, drafting supplies, and scientific equipment.

**Metals and minerals, except petroleum (SIC 505)**

**Metals service centers and offices (SIC 5051)**—Establishments primarily engaged in marketing semifinished metal products; except precious metals. Establishments in this industry may operate with warehouses (metals service centers) or without warehouses (metal sales offices). Establishments primarily engaged in marketing precious metals are classified in Industry 5092.

SIC 5051 is subdivided in some tables into—

1. Ferrous metals service centers and sales offices.
  - a. Ferrous metals service centers.
  - b. Ferrous metals sales offices.
2. Nonferrous metals service centers and sales offices.

**Coal and other minerals and ores (SIC 5052)**—Establishments primarily engaged in the wholesale distribution of coal and coke; copper, iron, lead, and other metallic ores, including precious metal ores; and crude nonmetallic minerals (including concentrates), except crude petroleum. Establishments primarily engaged in the wholesale distribution of nonmetallic minerals used in construction, such as sand and gravel, are classified in Industry 5032.

SIC 5052 is subdivided in some tables into—

1. Coal.
2. Other minerals and ores.

**Electrical goods (SIC 506)**

This industry group includes establishments primarily engaged in the wholesale distribution of electrical generating, distributing, and wiring equipment. It also includes household appliances, whether electrically, manually, or

mechanically powered. This industry group does not include electrical commercial and industrial machines, in which electricity does the work directly, e.g., heating, turning a shaft, or ionizing a substance, or electrically powered commercial and industrial machines which are classified in Industry Group 504 or 508.

**Electrical apparatus and equipment, wiring supplies, and construction materials (SIC 5063)**—Establishments primarily engaged in the wholesale distribution of electrical power equipment for the generation, transmission, distribution, or control of electric energy; electrical construction materials for outside power transmission lines and for electrical systems and electric light fixtures and bulbs. Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are classified in Construction, Industry 1731.

**Electrical appliances, television and radio sets (SIC 5064)**—Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, other household electronic sound or video equipment, self-contained air-conditioning room units, and household electrical appliances. Also included are establishments primarily engaged in the wholesale distribution of household nonelectronic laundry equipment and refrigerators and freezers.

**Electronic parts and equipment, n.e.c. (SIC 5065)**—Establishments primarily engaged in the wholesale distribution of electronic parts and electronic communications equipment, not elsewhere classified, such as telephone and telegraph equipment; radio and television broadcasting and communications equipment; and intercommunications equipment. Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, phonographs, and other household sound or video equipment are classified in Industry 5064.

## **Hardware, and plumbing and heating equipment and supplies (SIC 507)**

**Hardware (SIC 5072)**—Establishments primarily engaged in the wholesale distribution of cutlery and general hardware, including hand saws; saw blades; brads, staples, and tacks; and bolts, nuts, rivets, and screws. Establishments primarily engaged in the wholesale distribution of nails, noninsulated wire, and screening are classified in Industry 5051.

**Plumbing and heating equipment and supplies (hydronics) (SIC 5074)**—Establishments primarily engaged in the wholesale distribution of hydronic plumbing and heating equipment and supplies. Construction contractors primarily engaged in installing plumbing and heating equipment from their own stock are classified in Construction, Industry 1711.

**Warm air heating and air-conditioning equipment and supplies (SIC 5075)**—Establishments primarily engaged in the wholesale distribution of warm air heating and air-conditioning equipment and supplies. Construction contractors primarily engaged in installing warm air heating and air-conditioning equipment are classified in Construction, Industry 1711.

**Refrigeration equipment and supplies (SIC 5078)**—Establishments primarily engaged in the wholesale distribution of refrigeration equipment and supplies. Construction contractors primarily engaged in installation of refrigeration equipment from their own stock are classified in Construction, Industry 1711.

## **Machinery, equipment, and supplies (SIC 508)**

**Construction and mining (except petroleum) machinery and equipment (SIC 5082)**—Establishments primarily engaged in the wholesale distribution of construction or mining cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor-mounting equipment, and other specialized machinery and equipment used in the construction, mining, and logging industries. Establishments engaged in marketing oil well machinery and equipment are classified in Industry 5084.

**Farm and garden machinery and equipment (SIC 5083)**—Establishments primarily engaged in the wholesale distribution of agricultural machinery and equipment for use in preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or the lawn or garden; and dairy and other livestock equipment.

SIC 5083 is subdivided in some tables into—

1. Farm machinery and equipment—farm dealers.
2. Farm machinery and equipment—wholesale distributors.
3. Lawn and garden machinery and equipment.

**Industrial machinery and equipment (SIC 5084)**—Establishments primarily engaged in the wholesale distribution of industrial machinery and equipment, not elsewhere classified.

SIC 5084 is subdivided in some tables into—

1. Food-processing machinery, equipment, and parts.
2. General-purpose industrial machinery, equipment, and parts.
3. Metalworking machinery, equipment, and parts.
4. Materials handling equipment and parts.
5. Oil well, oil refinery, and pipeline machinery, equipment, and supplies.

6. Other industrial machinery, equipment, and parts. Establishments primarily engaged in selling special purpose industrial machinery not elsewhere classified, including printing machinery, woodworking machinery, shoemaking machinery, paper and paper products machinery, smelting and metal refining machinery and equipment, cigar and cigarette-making machinery, and similar special industry machinery.

**Industrial supplies (SIC 5085)**— Establishments primarily engaged in the wholesale distribution of industrial supplies, not elsewhere classified.

SIC 5085 is subdivided in some tables into—

1. General-line industrial supplies.
2. Mechanical power transmission supplies.
3. Industrial valves and fittings.
4. Welding supplies.
5. Industrial containers and supplies.
6. Other industrial supplies—Establishments primarily engaged in selling a specialty line of industrial materials and supplies not elsewhere classified, such as abrasives, mechanical rubber goods, ropes, cordage, and industrial diamonds.

**Service establishment equipment and supplies (SIC 5087)**—Establishments primarily engaged in the wholesale distribution of equipment and supplies for barber shops, beauty parlors, power laundries, drycleaning plants, upholsterers, undertakers, and related personal service establishments.

SIC 5087 is subdivided in some tables into—

1. Beauty and barber equipment and supplies.
2. Custodial (janitors') equipment and supplies.
3. Laundry and drycleaning equipment and supplies.
4. Other service establishment equipment and supplies—Establishments primarily engaged in selling a specialty line of service establishment supplies, such as upholsterers' equipment and supplies, seamstresses' supplies, tailors' supplies, undertakers' supplies, municipality equipment and supplies, and shoe repair supplies.

**Transportation equipment and supplies, except motor vehicles (SIC 5088)**—Establishments primarily engaged in the wholesale distribution of transportation equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and motor vehicle parts are classified in Industry Group 501, and those distributing pleasure boats are classified in Industry 5091.

SIC 5088 is subdivided in some tables into—

1. Aircraft and aeronautical equipment and supplies.
2. Marine machinery, equipment, and supplies.

3. Other transportation equipment and supplies—Establishments primarily engaged in selling equipment and supplies used in the operation, maintenance, and repair of railroads, streetcars, buses, tramways, aerial hoists, and horsedrawn vehicles.

## **Miscellaneous durable goods (SIC 509)**

**Sporting and Recreational Goods and Supplies (SIC 5091)**—Establishments primarily engaged in the wholesale distribution of sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and marine pleasure craft, equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and trailers are classified in Industry 5012; those distributing self-propelled golf carts are classified in Industry 5088; and those distributing athletic apparel and footwear are classified in Industry Group 513.

**Toys and hobby goods and supplies (SIC 5092)**—Establishments primarily engaged in the wholesale distribution of games, toys, hobby goods and supplies, and related goods, such as fireworks and playing cards.

**Scrap and waste materials (SIC 5093)**—Establishments primarily engaged in assembling, breaking up, sorting, and wholesale distribution of scrap and waste materials. This industry includes auto wreckers engaged in dismantling automobiles for scrap. However, those engaged in dismantling cars for the purpose of selling secondhand parts at retail are classified in Industry 5015.

SIC 5093 is subdivided in some tables into—

1. Iron and steel scrap processors and dealers.
  - a. Iron and steel scrap processors (using power processing equipment).
  - b. Iron and steel scrap dealers (not using power processing equipment).
2. Waste and secondary materials.

**Jewelry, watches, precious stones, and precious metals. (SIC 5094)**—Establishments primarily engaged in the wholesale distribution of jewelry, precious stones and metals, costume jewelry, watches, clocks, silverware, and jewelers' findings. Establishments primarily engaged in the wholesale distribution of precious metal ores are classified in Industry 5052.

**Durable goods, n.e.c. (SIC 5099)**—Establishments primarily engaged in the wholesale distribution of durable goods, not elsewhere classified, such as musical instruments and forest products, except lumber.

SIC 5099 is subdivided in some tables into—

1. Musical instruments and supplies.
2. Forest products, except lumber.

3. General merchandise—durable.
4. Other durable goods.

## **Nondurable Goods (SIC Major Group 51)**

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods.

### **Paper and Paper Products (SIC 511)**

**Printing and writing paper (SIC 5111)**—Establishments primarily engaged in the wholesale distribution of printing and writing paper, including envelope paper; fine paper; and groundwood paper.

**Stationery and office supplies (SIC 5112)**—Establishments primarily engaged in the wholesale distribution of stationery and office supplies, including computer and photocopy supplies, envelopes, typewriter paper, file cards and folders, pens, pencils, social stationery, and greeting cards.

**Industrial and personal service paper (SIC 5113)**—Establishments primarily engaged in the wholesale distribution of wrapping and other coarse paper, paperboard, and converted paper and related disposable plastic products, such as bags, boxes, dishes, eating utensils, napkins, and shipping supplies.

### **Drugs, drugs proprietaries and druggists' sundries (SIC 512)**

**Drugs, drug proprietaries, and druggists' sundries (SIC 5122)**—Establishments primarily engaged in the wholesale distribution of prescription drugs, proprietary drugs, druggists' sundries, and toiletries. Establishments primarily engaged in the wholesale distribution of surgical, dental, and hospital equipment are classified in Industry 5047.

SIC 5122 is subdivided in some tables into—

1. General-line drugs—These are distinguished from specialty-line drug and toiletries wholesalers on the basis of their commodity-line mix. Drug wholesalers were classified as general line if they reported a substantial portion of their sales in "drugs and pharmaceuticals" and a combination of "proprietary (patent) medicines," "cosmetics," "perfumes," and "other toiletries and druggists' sundries."
2. Specialty-line pharmaceuticals, cosmetics, and toiletries.

### **Apparel, piece goods, and notions (SIC 513)**

**Piece goods, notions, and other dry goods (SIC 5131)**—Establishments primarily engaged in the wholesale distribution of piece goods or yard goods of natural or man-made fibers, notions (sewing and hair accessories, etc.),

and other dry goods. Converters who buy fabric goods (except knit goods) in the grey, have them finished on contract, and sell at wholesale are included here. Converters of knit goods are classified in Manufacturing, Industry Group 225. This industry does not include establishments primarily engaged in the wholesale distribution of homefurnishings which are classified in Industry 5023.

SIC 5131 is subdivided in some tables into—

1. Piece goods
  - a. Piece goods-jobbers
  - b. Piece goods-converters
2. Notions and other dry goods

**Men's and boys' clothing and furnishings (SIC 5136)**—Establishments primarily engaged in the wholesale distribution of men's and boys' apparel and furnishings, sportswear, hosiery, underwear, nightwear, and work clothing.

**Women's, children's, and infants' clothing and accessories (SIC 5137)**—Establishments primarily engaged in the wholesale distribution of women's, children's, and infants' clothing and accessories, including hosiery, lingerie, millinery, and furs.

**Footwear (SIC 5139)**—Establishments primarily engaged in the wholesale distribution of footwear (including athletic) made of leather, rubber, and other materials.

### **Groceries and related products (SIC 514)**

**Groceries, general line (SIC 5141)**—Establishments primarily engaged in the wholesale distribution of a general line of groceries. Establishments primarily engaged in roasting coffee, blending tea, or grinding and packaging spices are classified in Manufacturing Major Group 20.

SIC 5141 is subdivided in some tables into—

1. Voluntary group wholesalers.
2. Retail cooperative wholesalers.
3. Other general line wholesalers.

**Packaged frozen foods (SIC 5142)**—Establishments primarily engaged in the wholesale distribution of packaged quickfrozen vegetables, juices, meats, fish, poultry, pastries, and other "deep freeze" products. Establishments primarily engaged in the wholesale distribution of frozen dairy products are classified in Industry 5143, and those distributing frozen poultry, fish, and meat which are not packaged are classified in Industries 5144, 5146, and 5147, respectively.

**Dairy products, Except Dried or Canned (SIC 5143)**—Establishments primarily engaged in the wholesale distribution of dairy products, such as butter, cheese, ice cream and ices, and fluid milk and cream. This industry

does not include establishments primarily engaged in pasteurizing and bottling milk, which are classified in Manufacturing, Industry Group 202. Establishments primarily engaged in the wholesale distribution of dried or canned dairy products are classified in Industry 5149.

**Poultry and poultry products (SIC 5144)**—Establishments primarily engaged in the wholesale distribution of poultry and poultry products, except canned and packaged frozen products. This industry does not include establishments primarily engaged in the killing and dressing of poultry, which are classified in Manufacturing, Industry 2015. Establishments primarily engaged in the wholesale distribution of packaged frozen poultry are classified in Industry 5142, and those distributing canned poultry are classified in Industry 5149.

**Confectionery (SIC 5145)**—Establishments primarily engaged in the wholesale distribution of confectionery and related products, such as candy, chewing gum, fountain fruits, salted or roasted nuts, popcorn, fountain syrups, and potato, corn, and similar chips.

**Fish and seafoods (SIC 5146)**—Establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured, or frozen fish and seafoods, except canned or packaged frozen. The preparation of fresh or frozen packaged fish and other seafood, and the shucking and packing of fresh oysters in nonsealed containers, are classified in Manufacturing, Industry 2092. Establishments primarily engaged in the wholesale distribution of canned seafood are classified in Industry 5149, and those distributing packaged frozen foods are classified in Industry 5142.

**Meats and meat products (SIC 5147)**—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard. Establishments primarily engaged in the wholesale distribution of frozen packaged meats are classified in Industry 5142, and those distributing canned meats are classified in Industry 5149.

**Fresh fruits and vegetables (SIC 5148)**—Establishments primarily engaged in the wholesale distribution of fresh fruits and vegetables.

**Groceries and related products, n.e.c. (SIC 5149)**—Establishments primarily engaged in the wholesale distribution of groceries and related products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters, are classified in this industry, but establishments primarily engaged in bottling soft drinks are classified in Manufacturing, Major Group 20. This industry does not include establishments primarily engaged in the wholesale distribution of farm-product raw materials classified in Industry Group 515, nor those distributing beer, wine, and distilled alcoholic beverages of Industry Group 518.

SIC 5149 is subdivided in some tables into—

1. Coffee, tea, and spices.
2. Bread and baked goods.
3. Soft drinks.
4. Canned goods.
5. Food and beverage basic materials.
6. Other grocery specialties.

### **Farm-product raw materials (SIC 515)**

**Grain and field beans (SIC 5153)**—Establishments primarily engaged in buying and/or marketing grain (such as corn, wheat, oats, barley, and unpolished rice); dry beans, soybeans, and other inedible beans. Country grain elevators primarily engaged in buying or receiving grain from farmers are included, as well as terminal elevators and other merchants marketing grain. Establishments primarily engaged in the wholesale distribution of field and garden seeds are classified in Industry 5191.

**Livestock (SIC 5154)**—Establishments primarily engaged in buying and/or marketing cattle, hogs, sheep, and goats. This industry also includes the operation of livestock auction markets.

**Farm-product raw materials, n.e.c. (SIC 5159)**—Establishments primarily engaged in buying and/or marketing farm products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of milk are classified in Industry 5143, and those distributing live poultry are classified in Industry 5144.

SIC 5159 is subdivided in some tables into—

1. Hides, skins, and pelts.
2. Leaf tobacco.
3. Wool, wool tops, and mohair.
4. Cotton.
5. Other farm-product raw materials.

### **Chemicals and allied products (SIC 516)**

**Plastics materials and basic forms and shapes (SIC 5162)**—Establishments primarily engaged in the wholesale distribution of plastics materials, and of unsupported plastics film, sheets, sheeting, rods, tubes, and other basic forms and shapes.

**Chemicals and allied products, n.e.c. (SIC 5169)**—Establishments primarily engaged in the wholesale distribution of chemicals and allied products, not elsewhere classified, such as acids, industrial and heavy chemicals, dyestuffs, industrial salts, rosin, and turpentine.

Establishments primarily engaged in the wholesale distribution of ammunition are classified in Industry Group 509; those distributing agricultural chemicals and pesticides are classified in Industry 5191; those distributing drugs are classified in Industry 5122; and those distributing pigments, paints, and varnishes are classified in Industry 5198.

SIC 5169 is subdivided in some tables into—

1. Industrial gases, except LP.
2. Other chemicals and allied products.

## Petroleum and petroleum products (SIC 517)

**Petroleum bulk stations and terminals (SIC 5171)**—Establishments primarily engaged in the wholesaling of crude petroleum and petroleum products, including liquefied petroleum gas, from bulk liquid storage facilities.

SIC 5171 is subdivided in some tables into—

1. Petroleum bulk stations and terminals, except LP.
  - a. Petroleum bulk stations, except LP
  - b. Petroleum bulk terminals, except LP.
2. Liquefied petroleum gas bulk stations and terminals.

**Petroleum and petroleum products wholesalers, except bulk stations and terminals (SIC 5172)**—Establishments primarily engaged in the wholesale distribution of petroleum and petroleum products, except those with bulk liquid storage facilities. Included are packaged and bottled petroleum products distributors, truck jobbers, and others marketing petroleum and its products at wholesale, but without bulk liquid storage facilities.

## Beer, wine and distilled alcoholic beverages (SIC 518)

**Beer and ale (SIC 5181)**—Establishments primarily engaged in the wholesale distribution of beer, ale, porter, and other fermented malt beverages.

**Wine and distilled alcoholic beverages (SIC 5182)**—Establishments primarily engaged in the wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

SIC 5182 is subdivided in some tables into—

1. Wine and distilled spirits—licensed operation.
2. Wine and distilled spirits—State operated.

## Miscellaneous nondurable goods (SIC 519)

**Farm supplies (SIC 5191)**—Establishments primarily engaged in the wholesale distribution of animal feeds, fertilizers, agricultural chemicals, pesticides, seeds, and

other farm supplies, except grains. Establishments primarily engaged in the wholesale distribution of pet food are classified in Industry 5149, and those distributing pet supplies are classified in Industry 5199.

SIC 5191 is subdivided in some tables into—

1. Farm supplies—farm dealers.
2. Farm supplies—wholesale distributors.

**Books, periodicals, and newspapers (SIC 5192)**—Establishments primarily engaged in the wholesale distribution of books, periodicals, and newspapers.

**Flowers, nursery stock, and florists' supplies (SIC 5193)**—Establishments primarily engaged in the wholesale distribution of flowers, nursery stock, and florists' supplies.

## Tobacco and tobacco products (SIC 5194)

Establishments primarily engaged in the wholesale distribution of tobacco and its products. Leaf tobacco wholesalers are classified in Industry 5159, and establishments primarily engaged in stemming and redrying tobacco are classified in Manufacturing, Industry 2141.

## Paints, varnishes, and supplies (SIC 5198)

Establishments primarily engaged in the wholesale distribution of paints, varnishes, wallpaper, and supplies. Establishments selling to the general public and known as retail in the trade are classified in Retail Trade, Industry 5231.

**Nondurable goods, n.e.c. (SIC 5199)**—Establishments primarily engaged in the wholesale distribution of nondurable goods, not elsewhere classified, such as art goods, industrial yarns, textile bags, and bagging and burlap.

SIC 5199 is subdivided in some tables into—

1. Art goods.
2. General merchandise-nondurable.
3. Textile bags and bagging.
4. Specialty advertising (sale of merchandise).
5. Other nondurable goods.

## TYPE-OF-OPERATION CLASSIFICATIONS

In addition to being classified by kind of business, each wholesale establishment was classified for the census by type of operation according to the ownership of the business, ownership of the goods sold, or character of the principal transactions. Establishments in wholesale trade are grouped into the following three major types of operation and related subgroups:

**Merchant wholesalers**—Establishments primarily engaged in buying and selling merchandise on their own account. Included here are such types of establishments as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, importers, exporters, cash and carry wholesalers, retailer cooperative warehouses, terminal and country grain elevators, farm products assemblers, wholesale cooperative associations, and petroleum bulk plants and terminals operated by nonrefining companies.

**Wholesale distributors and jobbers**—Establishments primarily engaged in buying and selling merchandise in the domestic market not manufactured by the parent company.

**Importers**—Establishments buying and selling goods at wholesale on their own account, whose principal source of purchases was foreign.

**Exporters**—Establishments primarily engaged in purchasing goods in the United States and selling them to foreign customers.

**Terminal grain elevators**—Grain elevators primarily engaged in buying and selling grain received from country grain elevators and grain marketing establishments. They have sizable space for grain storage, and products are received primarily by rail or barge rather than by truck.

**Country grain elevators**—Grain elevators, cooperative or other, buying and receiving grain directly from farmers by truck and selling at wholesale.

**Assemblers of farm products, except country grain elevators**—Establishments primarily engaged in purchasing directly from farmers and assembling and marketing farm products at wholesale.

**Manufacturers' sales branches and offices**—Establishments maintained by manufacturing, refining, and mining companies apart from their plants or mines for marketing their products at wholesale. Branch stores selling to household consumers and individual users are classified in

retail trade. Sales branches and sales offices located at plants and at administrative offices are included when separate records are available. In some tables, data are shown separately for manufacturers' sales branches and for sales offices. These two types of establishments differ in that sales offices do not carry stocks of merchandise for delivery to customers.

**Agents, brokers, and commission merchants**—Establishments whose operators are in business for themselves and are primarily engaged in selling or buying goods for others. Included here are such types of operations as auction companies, import agents, export agents, selling agents, merchandise brokers, and commission merchants. "Sales" as shown in census publications for agents, brokers, and commission merchants represent the gross sales (or purchase) value of the goods in the transactions negotiated.

**Auction companies**—Wholesale establishments primarily engaged in selling merchandise on an agency basis by auction.

**Import agents**—Merchandise agents and brokers in the domestic market buying merchandise from or selling merchandise for foreign firms.

**Export agents**—Merchandise agents and brokers in the domestic market selling to or buying for foreign customers.

**Manufacturers' agents**—Wholesale establishments in the domestic market selling for a limited number of manufacturers on a continuing agency basis.

**Brokers (representing buyers or sellers)**—Wholesale establishments primarily engaged in selling or buying merchandise in the domestic market on a brokerage basis but not receiving the goods on consignment.

**Commission merchants**—Wholesale establishments operating in the domestic market receiving goods for sale on consignment.



# APPENDIX B.

## General Questions



U.S. DEPARTMENT OF COMMERCE  
BUREAU OF THE CENSUS

### 1987 CENSUS OF DISTRIBUTIVE TRADES

OMB APPROVAL NO. 0607-0629; EXPIRES 06/90

**NOTICE** — Response to this inquiry is required by law (title 13, U.S. Code). By the same law, your report to the Census Bureau is confidential. It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

Please complete this  
form and RETURN TO

BUREAU OF THE CENSUS  
1201 East Tenth Street  
Jeffersonville, IN 47134

**DUE DATE: FEBRUARY 15, 1988**

If filing by the due date causes an undue burden, a time extension request should be sent to the above address; please include your 11-digit Census File Number (CFN).

**NOTE** — Please read the accompanying instructions  
before answering the questions.

#### ► Item 1 — EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification (EI) Number shown in the label the **SAME** as that used for this establishment on its latest 1987 Employer's Quarterly Federal Tax Return, Treasury Form 9417?

004 1  YES  
2  NO — Enter current  
EI No. \_\_\_\_\_

(9 digits) →

#### ► Item 2 — PHYSICAL LOCATION OF ESTABLISHMENT

Answer items a, b, c, and d

**NOTE:** P.O. boxes or rural routes are not physical locations.

a.  Same as shown in mailing label. If different, indicate change. →

NUMBER AND STREET

CITY, TOWN, VILLAGE, ETC.

STATE

ZIP CODE

b. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.?

005 1  YES  
2  NO →  No legal boundaries  
4  Don't know

c. Type of municipality where physically located

006 1  City, village, or borough  
2  Town or township →  Other or don't know

d. Name of county where physically located

#### ► Item 3 — OPERATIONAL STATUS

e. How many months during 1987 did this firm or organization actively operate this establishment? Number of months

002

b. Mark (X) the ONE box which best describes this establishment at the end of 1987. Figures only

001 1  In operation  
2  Temporarily or seasonally inactive  
3  Cessation operation — Give date \_\_\_\_\_ → Month Day Year  
4  Sold or leased to another operator — Give date at right AND enter name, etc., below →

NAME OF NEW OWNER OR OPERATOR

NUMBER AND STREET

CITY

STATE

ZIP CODE

#### ► Item 4 — ORGANIZATIONAL STATUS

— Mark (X) the ONE box which best describes this establishment during 1987.

003 1  Individual proprietorship  
2  Partnership  
3  Cooperative association (taxable)  
4  Cooperative association (tax-exempt)  
5  Governmental — Specify →  Corporation (Do not mark if any form of cooperative association.)  
e  Other — Specify →

#### ► Item 5 — INVENTORIES

a. Do you have inventories at the end of 1986 or 1987? →  YES — Complete the remainder of the item →  NO — SKIP to item 6

b. Are inventories of this establishment subject to the last-in, first-out (LIFO) method of valuation? →  YES — Use the sum of the LIFO amount plus  NO — Complete only line c →  LIFO reserve for items c and d(2)

	End of 1987			End of 1986		
	Mil.	Thou.	Dol.	Mil.	Thou.	Dol.
c. Total Inventories	046			047		
d. LIFO users report the following for line (a):	114			121		
(1) Amount not subject to LIFO costing						
(2) Amount subject to LIFO costing (gross)	112			122		
e. Report the following applicable to line d(2):	113			123		
(1) Amount of the LIFO reserve						
(2) LIFO value of the line d(2) (net)	114			124		

**NOTE** — The sum of lines d(1), e(1), and e(2) should equal line c.

**PENALTY FOR FAILURE TO REPORT**

In correspondence pertaining to this report,  
please refer to this Census File Number (CFN)

Employer Identification (EI)  
Number

Please correct errors in name, address, and ZIP Code. ENTER street and number if not shown.

#### HOW TO REPORT DOLLAR FIGURES

Value figures may be reported in dollars or rounded to thousands.  
Example: If a figure is \$1,126,828, report either →

• PREFERRED

1 126 828

1 126 628

1 126 000

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<b>Item 11 — TYPE OF OPERATION</b> <p>Mark (X) the <b>ONE</b> box which best describes the basis on which the <b>MAJOR</b> portion of your business was conducted in 1987.</p>				<b>b. Does this company own or control any other company or companies?</b> <p>098 1 <input type="checkbox"/> YES →      2 <input type="checkbox"/> NO</p>				ENTER OWNED OR CONTROLLED COMPANY NAME, ADDRESS, AND ZIP CODE																																																																				
<p>a. Merchant (buying and selling on own account) 060</p> <p>(1) Importer ..... <input type="checkbox"/> 12      (2) Exporter ..... <input type="checkbox"/> 13      (3) Merchant ..... <input type="checkbox"/> 11  <input type="checkbox"/> 20</p> <p>b. Manufacturers' sales branches and offices ..... <input type="checkbox"/> 41</p> <p>c. Agent, broker, commission merchant</p> <p>(1) Auction company ..... <input type="checkbox"/> 42      (2) Broker (representing buyers or sellers) ..... <input type="checkbox"/> 43      (3) Commission merchant ..... <input type="checkbox"/> 44      (4) Import agent ..... <input type="checkbox"/> 45      (5) Export agent ..... <input type="checkbox"/> 46      (6) Manufacturers' agent ..... <input type="checkbox"/> 47</p>				<p><b>c. How many establishments were operated under the EI Number shown in the address label (or as corrected in item 1) at the end of 1987?</b> → <b>Number</b></p> <p>079</p>				<p>El No. (9 digits)</p>																																																																				
<b>Item 12 — KIND OF BUSINESS</b> <p>Mark (X) the <b>ONE</b> box which best describes the <b>PRINCIPAL</b> kind of business of this establishment in 1987.</p> <p>070</p> <p>(Categories appropriate to individual form)</p>				<p>If more than one, provide the <b>physical location</b> address and other information indicated below for each establishment. The headquarters location should be listed on line 1, followed by other locations. If book figures are not available, estimates are acceptable. Continue with same format on a separate sheet if necessary.</p>				<table border="1"> <tr> <td rowspan="2">1</td> <td>NAME, ADDRESS, AND ZIP CODE</td> <td>1987</td> <td>Mil.</td> <td>'Thou.</td> <td>Dol.</td> </tr> <tr> <td>Sales</td> <td>081</td> <td></td> <td></td> <td></td> </tr> <tr> <td rowspan="2">2</td> <td>Annual payroll</td> <td>082</td> <td></td> <td></td> <td></td> </tr> <tr> <td>KIND-OF-BUSINESS DESCRIPTION</td> <td>Cen-</td> <td>088</td> <td></td> <td></td> </tr> <tr> <td rowspan="2">3</td> <td>TYPE OF OPERATION (Choose from Item 11)</td> <td>sus-</td> <td>089</td> <td></td> <td></td> </tr> <tr> <td>NAME, ADDRESS, AND ZIP CODE</td> <td>use</td> <td></td> <td></td> <td></td> </tr> <tr> <td rowspan="2">4</td> <td>1987</td> <td>Mil.</td> <td>'Thou.</td> <td>Dol.</td> </tr> <tr> <td>Sales</td> <td>081</td> <td></td> <td></td> <td></td> </tr> <tr> <td rowspan="2">5</td> <td>Annual payroll</td> <td>082</td> <td></td> <td></td> <td></td> </tr> <tr> <td>KIND-OF-BUSINESS DESCRIPTION</td> <td>Cen-</td> <td>088</td> <td></td> <td></td> </tr> <tr> <td rowspan="2">6</td> <td>TYPE OF OPERATION (Choose from Item 11)</td> <td>sus-</td> <td>089</td> <td></td> <td></td> </tr> <tr> <td>NAME, ADDRESS, AND ZIP CODE</td> <td>use</td> <td></td> <td></td> <td></td> </tr> </table>				1	NAME, ADDRESS, AND ZIP CODE	1987	Mil.	'Thou.	Dol.	Sales	081				2	Annual payroll	082				KIND-OF-BUSINESS DESCRIPTION	Cen-	088			3	TYPE OF OPERATION (Choose from Item 11)	sus-	089			NAME, ADDRESS, AND ZIP CODE	use				4	1987	Mil.	'Thou.	Dol.	Sales	081				5	Annual payroll	082				KIND-OF-BUSINESS DESCRIPTION	Cen-	088			6	TYPE OF OPERATION (Choose from Item 11)	sus-	089			NAME, ADDRESS, AND ZIP CODE	use			
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<b>Item 13 — COMMODITY LINES</b> <p>Report sales either in dollar figures (see example on page 1) or as a percent (in whole percents) of total sales (see example below). Report the fair sales value of merchandise marketed under capital, finance, or full payout leases and report the rental receipts derived in 1987 from merchandise under operating leases.</p>				<p>Please attach a separate sheet for any explanations that may be essential in understanding your reported data.</p>																																																																								
<b>HOW TO REPORT PERCENTS</b> <table border="1"> <tr> <td rowspan="3">If figure is 38.76% of total sales:</td> <td>Mil.</td> <td>'Thou.</td> <td>Dol.</td> <td>Percent</td> </tr> <tr> <td colspan="4">Report whole percents</td> <td>39</td> </tr> <tr> <td colspan="4">Not acceptable</td> <td>38.76</td> </tr> </table>				If figure is 38.76% of total sales:	Mil.	'Thou.	Dol.	Percent	Report whole percents				39	Not acceptable				38.76	<p><b>REMARKS</b> — Please use this space for any explanations that may be essential in understanding your reported data.</p>																																																									
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<table border="1"> <tr> <td rowspan="2">Commodity lines</td> <td rowspan="2">Cen-</td> <td colspan="4">Estimated sales during 1987</td> </tr> <tr> <td>Mil.</td> <td>'Thou.</td> <td>Dol.</td> <td>Percent</td> </tr> </table>				Commodity lines	Cen-	Estimated sales during 1987				Mil.	'Thou.	Dol.	Percent																																																															
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<p>(Categories appropriate to individual form)</p>																																																																												
<b>NOTE</b> <p>Answer item 14 only if your <b>Census File Number (CFN)</b>, shown in the address label of this report form, begins with a zero.</p>				<p><b>Item 15 — CERTIFICATION</b> — This report is substantially accurate and has been prepared in accordance with instructions.</p>																																																																								
<b>Item 14 — OWNERSHIP, CONTROL, AND LOCATIONS OF OPERATION</b> <p>a. Is this company owned or controlled by another company?</p> <p>097 1 <input type="checkbox"/> YES →      2 <input type="checkbox"/> NO</p>				<p>ENTER OWNING OR CONTROLLING COMPANY NAME, ADDRESS, AND ZIP CODE</p>				<table border="1"> <tr> <td>Period covered by this report</td> <td>FROM:</td> <td>Mo.</td> <td>Year</td> <td>TO:</td> <td>Mo.</td> <td>Year</td> </tr> <tr> <td colspan="7">Name of person to contact regarding this report — Print or type</td> </tr> <tr> <td colspan="3">Telephone</td> <td>Area code</td> <td colspan="2">Number</td> <td>Extension</td> </tr> <tr> <td colspan="6">Signature of authorized person</td> <td>Date</td> </tr> </table>				Period covered by this report	FROM:	Mo.	Year	TO:	Mo.	Year	Name of person to contact regarding this report — Print or type							Telephone			Area code	Number		Extension	Signature of authorized person						Date																																					
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# APPENDIX C.

## Kind-of-Business Titles and Reporting-Form Numbers

[Listed below are wholesale kind-of-business titles and their corresponding reporting-form numbers. Requests for copies of any of these forms, including the inquiries used to classify establishment by kind of business, should be directed to the Business Division, Bureau of the Census, Washington, DC 20233]

1987 SIC code	Title	Standard form CB-	Short form CB-	1987 SIC code	Title	Standard form CB-	Short form CB-
	<b>DURABLE GOODS</b>				<b>DURABLE GOODS—Con.</b>		
501	Motor vehicles and motor vehicle parts and supplies:			509	Miscellaneous durable goods:		
5012	Automobiles and other motor vehicles	5012	5003	5091	Sporting and recreational goods and supplies	5041	5003
5013	Motor vehicle supplies and new parts	5013	5003	5092	Toys and hobby goods and supplies	5041	5003
5014	Tires and tubes	5013	5003	5093	Scrap and waste materials	5093	5003
5015	Motor vehicle parts, used	5013	5003	5094	Jewelry, watches, precious stones, and precious metals	5094	5003
				5099	Durable goods, n.a.c.	5099	5003
502	Furniture and homefurnishings:				<b>NONDURABLE GOODS</b>		
5021	Furniture	5021	5001	511	Paper and paper products:		
5023	Homefurnishings	5021	5001	5111	Printing and writing paper	5111	5102
				5112	Stationery and office supplies	5111	5102
				5113	Industrial and personal service paper	5111	5102
503	Lumber and other construction materials:						
5031	Lumber, plywood, millwork, and wood panels	5031	5001	512	Drugs, drug proprietaries, and druggists' sundries:		
5032	Brick, stone, and related construction materials	5031	5001	5122	Drugs, drug proprietaries, and druggists' sundries	5122	5102
5033	Roofing, siding, and insulation materials	5031	5001	513	Apparel, piaca goods, and notions:		
5039	Construction materials, n.a.c.	5031	5001	5131	Piaca goods, notions, and other dry goods	5133	5102
				5136	Men's and boys' clothing and furnishings	5136	5102
				5137	Women's, children's and infants' clothing and accessories	5136	5102
				5139	Footwear	5136	5102
504	Professional and commercial equipment and supplies:				Groceries and related products:		
5043	Photographic equipment and supplies	5041	5003	514	Groceries, general line	5141	5101
5044	Office equipment	5081	5002	5141	Packaged frozen foods	5142	5101
5045	Computers and computer peripheral equipment and software	5081	5002	5142	Dairy products, except dried or canned	5143	5101
5046	Commercial equipment, n.e.c.	5081	5002	5143	Poultry and poultry products	5144	5101
5047	Medical, dental, and hospital equipment and supplies	5086	5002	5144	Conffectionery	5145	5101
5048	Ophthalmic goods	5086	5002	5145	Fish and seafoods	5146	5101
5049	Professional equipment and supplies, n.a.c.	5086	5002	5146	Meats and meat products	5147	5101
				5147	Fresh fruits and vegetables	5148	5101
				5148	Groceries and related products, n.a.c.	5141	5101
505	Metals and minerals, except petroleum:			515	Farm-product raw materials:		
5051	Metal service centers and offices	5051	5003	5153	Grain and field beans	5152	5103
5052	Coal and other minerals and ores	5052	5003	5154	Livestock	5154	5103
				5154	Farm-product raw materials, n.e.c.	5152	5103
506	Electrical goods:						
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	5063	5001	516	Chemicals and allied products:		
5064	Electrical appliances, television and radio sets	5063	5001	5162	Plastics materials and basic forms and shapes	5161	5102
5065	Electronic parts and equipment, n.e.c.	5063	5001	5169	Chemicals and allied products, n.a.c.	5161	5102
507	Hardware, and plumbing and heating equipment and supplies:			517	Petroleum and petroleum products:		
5072	Hardware	5072	5001	5171	Petroleum bulk stations and terminals	5171	1NA
5074	Plumbing and heating equipment and supplies (hydronics)	5072	5001	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	5171	1NA
5075	Warm air heating and air-conditioning equipment and supplies	5072	5001				
5078	Refrigeration equipment and supplies	5072	5001				
508	Machinery, equipment, and supplies:			518	Baer, wine, and distilled alcoholic beverages:		
5082	Construction and mining (except petroleum) machinery and equipment	5082	5002	5181	Bear and ale	5181	5103
5083	Farm and garden machinery and equipment	5083	5002	5182	Wine and distilled alcoholic beverages	5181	5103
5084	Industrial machinery and equipment	5084	5002				
5085	Industrial supplies	5085	5002				
5087	Service establishment equipment and supplies	5087	5002	5198	Miscellaneous nondurable goods:		
5088	Transportation equipment and supplies, except motor vehicles	5088	5002	5199	Farm supplies	5191	5102
					Books, periodicals, and newspapers	5199	5102
					Flowers, nursery stock, and florists' supplies	5199	5102
					Tobacco and tobacco products	5194	5102
					Paints, varnishes, and supplies	5198	5102
					Nondurable goods, n.a.c.	5199	5102

<sup>1</sup>Petroleum wholesalers were all sent from form CB-5171.



## APPENDIX D. Metropolitan Statistical Areas

[Titles and definitions shown for MSA's, PMSA's, and CMSA's are those established by the Office of Management and Budget, as of June 30, 1987]

### WEST VIRGINIA

#### **Charleston, WV MSA**

Kanawha County, WV  
Putnam County, WV

#### **Cumberland, MD-WV MSA**

Allegany County, MD  
Mineral County, WV

#### **Huntington-Ashland, WV-KY-OH MSA**

Boyd County, KY  
Carter County, KY  
Greenup County, KY  
Lawrence County, OH  
Cabell County, WV  
Wayne County, WV

#### **Parkersburg-Marietta, WV-OH MSA**

Washington County, OH  
Wood County, WV

#### **Steubenville-Weirton, OH-WV MSA**

Jefferson County, OH  
Brooke County, WV  
Hancock County, WV

#### **Wheeling, WV-OH MSA**

Belmont County, OH  
Marshall County, WV  
Ohio County, WV



# APPENDIX E.

## Percent of Sales Data Based on Administrative Records and Estimation for the State: 1987

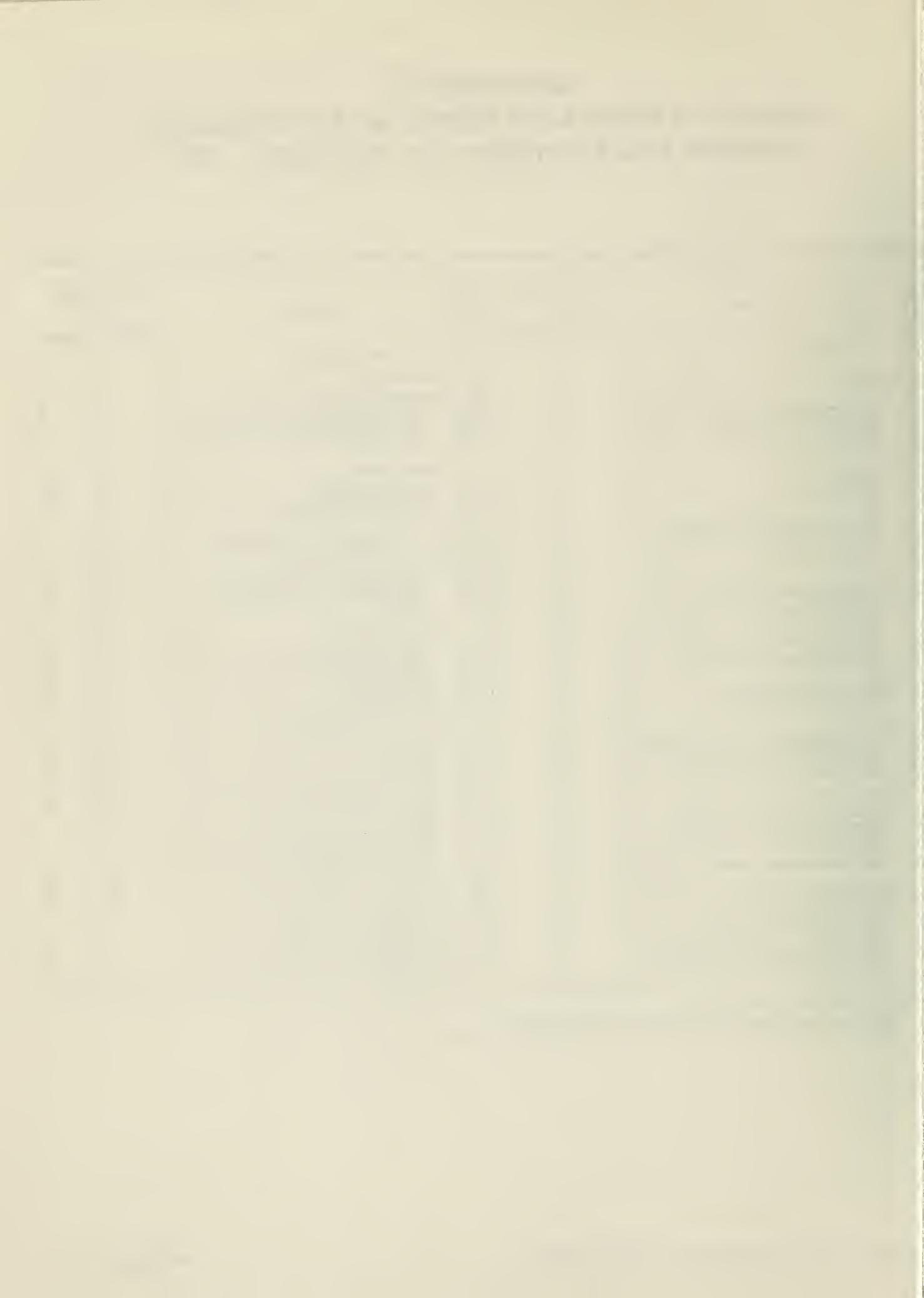
For meaning of abbreviations and symbols and for more information on reliability of data, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, see appendix A.]

1987 SIC code	Kind of business	Percent of sales <sup>‡</sup> —		1987 SIC code	Kind of business	Percent of sales <sup>‡</sup> —	
		From administra- tive records <sup>1</sup>	Estimated <sup>2</sup>			From administra- tive records <sup>1</sup>	Estimated <sup>2</sup>
	<b>Wholesale trade</b>	0	0		<b>Wholesale trade—Con.</b>		
i0	<b>Durable goods</b>	0	0	50	<b>Durable goods—Con.</b>		
i01	Motor vehicles and motor vehicle parts and supplies	0	0	509	Miscellaneous durable goods	1	1
i012	Automobiles and other motor vehicles	0	1	5091	Sporting and recreational goods and supplies	0	0
i013	Motor vehicle supplies and new parts	0	0	5092	Toys and hobby goods and supplies	0	0
i014	Tires and tubes	0	1	5093	Scrap and waste materials	1	0
i015	Motor vehicle parts, used	1	0	5094	Jewelry, watches, precious stones, and precious metals	5	1
				5099	Durable goods, n.e.c.	2	2
i02	Furniture and homefurnishings	1	0	51	<b>Nondurable goods</b>	0	0
i021	Furniture	1	0	511	Paper and paper products	0	0
i023	Homefurnishings	0	0	5111	Printing and writing paper	(D)	(D)
				5112	Stationery and office supplies	(D)	(D)
				5113	Industrial and personal service paper	0	0
i03	Lumber and other construction materials	0	0		Drugs, drug proprietaries, and druggists' sundries	0	0
i031	Lumber, plywood, millwork, and wood panels	1	1		Drugs, drug proprietaries, and druggists' sundries	0	0
i032	Brick, stone, and related construction materials	0	0		Apparel, piece goods, and notions	2	0
i033	Roofing, siding, and insulation materials	0	0		Piece goods, notions, and other dry goods	(D)	(D)
i039	Construction materials, n.e.c.	0	1	513	Men's and boys' clothing and furnishings	(D)	(D)
				5131	Women's, children's and infants' clothing and accessories	(D)	(D)
				5136	Footwear	0	0
i04	Professional and commercial equipment and supplies	0	0	5137	<b>Groceries and related products</b>	0	0
i043	Photographic equipment and supplies	(D)	(D)	5137	Groceries, general line	0	0
i044	Office equipment	1	0	5139	Packaged frozen foods	(D)	(D)
i045	Computers and computer peripheral equipment and software	0	0	514	Dairy products, except dried or canned	0	0
i046	Commercial equipment, n.e.c.	(D)	(D)	5141	Poultry and poultry products	0	0
i047	Medical, dental, and hospital equipment and supplies	0	2	5142	Confectionery	1	0
i048	Ophthalmic goods	(D)	(D)	5143	Fish and seafoods	(D)	(D)
i049	Professional equipment and supplies, n.e.c.	1	1	5144	Meats and meat products	0	0
				5145	Fresh fruits and vegetables	1	2
				5148	Groceries and related products, n.e.c.	0	0
i05	Metals and minerals, except petroleum	0	0	5149	<b>Farm-product raw materials</b>	(D)	(D)
i051	Metals service centers and offices	0	0	515	Grain and field beans	(D)	(D)
i052	Coal and other minerals and ores	0	0	5153	Livestock	0	2
				5154	Farm-product raw materials, n.e.c.	(D)	(D)
i06	Electrical goods	0	0	5159	<b>Chemicals and allied products</b>	0	0
i063	Electrical apparatus and equipment, wiring supplies, and construction materials	1	0	5169	Plastics materials and basic forms and shapes	(D)	(D)
i064	Electrical appliances, television and radio sets	0	0	5169	Chemicals and allied products, n.e.c.	(D)	(D)
i065	Electronic parts and equipment, n.a.c.	0	0	518	<b>Petroleum and petroleum products</b>	0	0
				5182	Petroleum bulk stations and terminals	0	0
i07	Hardware, and plumbing and heating equipment and supplies	0	1	517	Petroleum and petroleum products wholesalers, except bulk stations and terminals	0	1
i072	Hardware	0	0	5171	<b>Beer, wine, and distilled alcoholic beverages</b>	(D)	(D)
i074	Plumbing and heating equipment and supplies (hydronics)	1	1	5172	Beer and ale	(D)	(D)
i075	Warm air heating and air-conditioning equipment and supplies	0	1	518	Wine and distilled alcoholic beverages	(D)	(D)
i078	Refrigeration equipment and supplies	0	0	5181	<b>Miscellaneous nondurable goods</b>	1	0
				5182	Farm supplies	1	1
i08	Machinery, equipment, and supplies	0	0	519	Books, periodicals, and newspapers	1	0
i082	Construction and mining (except petroleum) machinery and equipment	0	1	5191	Flowers, nursery stock, and florists' supplies	1	0
i083	Farm and garden machinery and equipment	2	1	5192	Tobacco and tobacco products	1	0
i084	Industrial machinery and equipment	0	1	5193	Paints, varnishes, and supplies	0	0
i085	Industrial supplies	0	1	5194	Nondurable goods, n.e.c.	1	2
i087	Service establishment equipment and supplies	1	0	5198			
i088	Transportation equipment and supplies, except motor vehicles	1	0	5199			

<sup>‡</sup> Coverage symbols: 0—Less than 10 percent; 1—10 to 19 percent; 2—20 to 29 percent; 3—30 to 39 percent; 4—40 to 49 percent; 5—50 to 59 percent; 6—60 to 89 percent; 7—70 to 79 percent; 8—80 to 89 percent; 9—90 percent or more.

<sup>1</sup>Includes sales information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.



## APPENDIX F. Geographic Notes

### WEST VIRGINIA

**Huntington** is in Cabell and Wayne Counties.

**Montgomery** is in Fayette and Kanawha Counties.

**Nitro** is in Kanawha and Putnam Counties.

**Paden City** is in Tyler and Wetzel Counties.

**Welton** is in Brooke and Hancock Counties.

**Wheeling** is in Marshall and Ohio Counties.



# APPENDIX G.

## Establishments in Business Any Time During Year and

## Establishments in Business at End of Year

### Based on 1972 Standard Industrial Classifications

### for the State: 1987 and 1982

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A.]

1972 SIC code	1987 SIC code	Kind of business	Establishments in business—			
			Any time during year		At end of year	
			1987	1982	1987	1982
		<b>Wholesale trade</b>	2 421	2 501	2 292	2 380
50		<b>Durable goods</b>	1 618	1 658	1 527	1 581
501		Motor vehicles and automotive parts and supplies	347	375	327	360
5012	5012	Automobiles and other motor vehicles	24	34	23	32
5013	5013	Automotive parts and supplies	269	287	256	278
	5015 pt.	Motor vehicle supplies and new parts	258	278	247	270
		Motor vehicle parts, used	11	9	9	8
5014	5014	Tires and tubes	54	54	48	50
502		<b>Furniture and homefurnishings</b>	42	46	41	43
5021	5021	Furniture	22	26	22	25
5023	5023	Homefurnishings	20	20	19	18
503		<b>Lumber and other construction materials</b>	102	96	98	92
5031	5031	Lumber, plywood, millwork, and wood panels	39	37	36	34
5039	5032	Construction materials, n.e.c.	63	59	62	58
	5033	Brick, stone, and related construction materials	22	18	21	18
	5039	Roofing, siding, and insulation materials	12	13	12	13
		Construction materials, n.e.c.	29	28	29	27
504		<b>Sporting, recreational, photographic, and hobby goods, toys and supplies</b>	28	22	27	21
5041	5091	Sporting and recreational goods and supplies	19	13	19	13
5042	5092	Toys and hobby goods and supplies	7	4	6	4
5043	5043	Photographic equipment and supplies	2	5	2	4
505		<b>Metals and minerals, except petroleum</b>	92	96	82	87
5051	5051	Metals service centers and offices	39	39	33	37
5052	5052	Coal and other minerals and ores	53	57	49	50
506		<b>Electrical goods</b>	139	155	133	150
5063	5063	Electrical apparatus and equipment, wiring supplies, and construction materials	97	105	91	101
		Electrical apparatus and equipment, wiring supplies, and construction materials	81	—	75	—
	5065 pt.	Electronic parts and equipment, n.e.c.	5	—	5	—
	5084 pt.	Industrial machinery and equipment	11	—	11	—
5064	5064	Electrical appliances, television and radio sets	12	16	12	15
5065 pt.	5065 pt.	Electronic parts and equipment, n.e.c.	30	34	30	34
507		<b>Hardware, and plumbing and heating equipment and supplies</b>	109	93	102	89
5072	5072	Hardware	26	27	24	25
5074	5074	Plumbing and heating equipment and supplies (hydronics)	48	35	46	34
5075	5075	Warm air heating and air-conditioning equipment and supplies	25	21	23	20
5078	5078	Refrigeration equipment and supplies	10	10	9	10
508		<b>Machinery, equipment, and supplies</b>	656	678	619	644
5081	5044	Commercial machines and equipment	138	123	132	113
	5045	Office equipment	66	—	62	—
	5046	Computers and computer peripheral equipment and software	46	—	45	—
		Commercial equipment, n.e.c.	26	24	25	21
5082	5082	Construction and mining (except petroleum) machinery and equipment	129	147	117	138
5083	5083	Farm and garden machinery and equipment	46	58	43	56
5084	5084 pt.	Industrial machinery and equipment	132	139	129	133
5085	5085	Industrial supplies	102	107	100	106
5086		<b>Professional equipment and supplies</b>	65	58	56	54
	5047	Medical, dental, and hospital equipment and supplies	40	32	35	31
	5048	Ophthalmic goods	10	10	9	9
	5049	Professional equipment and supplies, n.e.c.	15	16	12	14
5087	5087	Service establishment equipment and supplies	40	42	38	41
5088	5088	Transportation equipment and supplies, except motor vehicles	4	4	4	3
509		<b>Miscellaneous durable goods</b>	103	97	98	95
5093	5093	Scrap and waste materials	50	51	48	50
5094	5094	Jewelry, watches, precious stones, and precious metals	8	6	7	5
5099 pt.	5099 pt.	Durable goods, n.e.c.	45	40	43	40
51		<b>Nondurable goods</b>	803	843	765	799
511		<b>Paper and paper products</b>	71	57	65	57
5111	5111	Printing and writing paper	2	6	2	8
5112	5112	Stationery and office supplies	51	34	47	34
5113	5113	Industrial and personal service paper	18	17	18	17

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Kind of business	Establishments in business—			
			Any time during year		At end of year	
			1987	1982	1987	1982
51		<b>Nondurable goods—Con.</b>				
512		Drugs, drug proprietaries, and druggists' sundries	20	20	19	20
5122	5122	Drugs, drug proprietaries, and druggists' sundries	20	20	19	20
513		Apparel, piece goods, and notions	9	10	9	10
5133	5131 pt.	Piece goods	1	—	1	—
5134	5131 pt.	Notions and other dry goods	1	4	1	4
5136	5136	Men's and boys' clothing and furnishings	4	3	4	3
5137	5137	Women's, children's, and infants' clothing and accessories	3	2	3	2
5139	5139	Footwear	—	1	—	1
514		Groceries and related products	210	234	201	221
5141	5141	Groceries, general line	32	36	29	35
5142	5142	Packaged frozen foods	8	9	8	8
5143	5143	Dairy products, except dried or canned	30	29	29	28
5144	5144	Poultry and poultry products	5	6	5	5
5145	5145	Confectionery	21	23	19	23
5146	5146	Fish and seafoods	1	1	1	1
5147	5147	Meats and meat products	13	18	13	16
5148	5148	Fresh fruits and vegetables	31	42	30	38
5149	5149	Groceries and related products, n.e.c.	69	70	67	67
515		Farm-product raw materials	24	22	23	21
5152	5159 pt.	Cotton	—	—	—	—
5153	5153	Grain and field beans	1	1	1	1
5154	5154	Livestock	20	20	20	19
5159	5159 pt.	Farm-product raw materials, n.e.c.	3	1	2	1
516		Chemicals and allied products	57	43	54	43
5161		Chemicals and allied products	57	43	54	43
	5162	Plastics materials and basic forms and shapes	4	2	4	2
	5169	Chemicals and allied products, n.e.c.	53	41	50	41
517		Petroleum and petroleum products	153	186	148	167
5171	5171	Petroleum bulk stations and terminals	119	135	115	119
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	34	51	33	48
518		Beer, wine, and distilled alcoholic beverages	63	72	61	71
5181	5181	Beer and ale	61	64	59	63
5182	5182	Wine and distilled alcoholic beverages	2	8	2	8
519		Miscellaneous nondurable goods	196	199	185	189
5191	5191	Farm supplies	91	102	85	96
5194	5194	Tobacco and tobacco products	24	30	24	30
5198	5198	Paints, varnishes and supplies	15	18	14	17
5199		Nondurable goods, n.e.c.	66	49	62	46
	5099 pt.	Durable goods, n.e.c.	5	—	5	—
	5192	Books, periodicals, and newspapers	15	12	15	11
	5193	Flowers, nursery stock, and florists' supplies	11	10	10	10
	5199	Nondurable goods, n.e.c.	35	—	32	—

# APPENDIX H.

## Changes in Wholesale Trade Kind-of-Business Classifications for 1987

[Based on revisions to the Standard Industrial classification (SIC) Manual, definitions of some kinds of business were changed for 1987. The significant changes in SIC codes from 1972 to 1987 are listed below. For industries other than those listed, the SIC definitions are the same as those used since 1972, or contain only minor revisions affecting the classification of few, if any, establishments]

1987 SIC (used for 1987 census reports)		1972 SIC (used for 1972, 1977, and 1982 census reports)	
Code	Title	Code	Title
5013	Motor vehicle supplies and new parts	5013 pt.	Automotive parts and supplies (except used)
5015	Motor vehicle parts, used	5013 pt. 5931 pt.	Used automotive parts, equipment and supplies (wholesale) Used automotive parts, equipment and supplies (retail)
5023	Homefurnishings <sup>1</sup>	5023	Home furnishings <sup>1</sup>
5032	Brick, stone, and related construction materials	5039	Construction materials, n.e.c.
5033	Roofing, siding, and insulation materials		
5039	Construction materials, n.e.c.		
5044	Office equipment	5081	Commercial machines and equipment
5045	Computers and computer peripheral equipment and software		
5046	Commercial equipment, n.e.c.		
5047	Medical, dental, and hospital equipment and supplies	5086	Professional equipment and supplies
5048	Ophthalmic goods		
5049	Professional equipment and supplies, n.e.c.		
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	5063 pt.	Electrical apparatus and equipment, wiring supplies, and construction materials <sup>2</sup>
5065	Electronic parts and equipment, n.e.c.	5065 5063 pt.	Electronic parts and equipment Electrical apparatus and equipment, wiring supplies, and construction materials <sup>3</sup>
5082	Construction and mining (except petroleum) machinery and equipment <sup>1</sup>	5082	Construction and mining machinery and equipment
5084	Industrial machinery and equipment	5084 5063 pt.	Industrial machinery and equipment Electrical apparatus and equipment, wiring supplies and construction materials <sup>4</sup>
5091	Sporting and recreational goods and supplies <sup>1</sup>	5041	Sporting and recreational goods and supplies
5092	Toys and hobby goods and supplies <sup>1</sup>	5042	Toys and hobby goods and supplies
5094	Jewelry, watches, precious stones, and precious metals <sup>1</sup>	5094	Jewelry, watches, diamonds, and other precious stones <sup>1</sup>
5099	Durable goods, n.e.c.	5099 5199 pt.	Durable goods, n.e.c. Nondurable goods, n.e.c. <sup>5</sup>
5112	Stationery and office supplies <sup>1</sup>	5112	Stationery supplies <sup>1</sup>
5131	Piece goods, notions, and other dry goods	5133 5134	Piece goods (woven fabrics) Notions and other dry goods
5142	Packaged frozen foods <sup>1</sup>	5142	Frozen foods <sup>1</sup>
5143	Dairy products, except dried or canned <sup>1</sup>	5143	Dairy products <sup>1</sup>
5153	Grain and field beans <sup>1</sup>	5153	Grain <sup>1</sup>
5159	Farm-product raw materials, n.e.c.	5152 5159	Cotton Farm-product raw materials, n.e.c.
5162	Plastics materials and basic forms and shapes	5161	Chemicals and allied products
5169	Chemicals and allied products, n.e.c.		
5192	Books, periodicals, and newspapers	5199	Nondurable goods, n.e.c. <sup>6</sup>
5193	Flowers, nursery stock, and florists' supplies		
5199	Nondurable goods, n.e.c.		

<sup>1</sup>No change in content.

<sup>2</sup>Excluding electrical communications equipment now in SIC 5065 and electrical measuring and testing equipment now in SIC 5084.

<sup>3</sup>Electrical communications equipment part only, now in SIC 5065.

<sup>4</sup>Electrical measuring and testing equipment part only, now in SIC 5084.

<sup>5</sup>General merchandise, durable part only, now in SIC 5099.

<sup>6</sup>All of SIC 5199 except durable goods general merchandise wholesalers. In 1972, all general merchandise wholesalers were in SIC 5199, for 1987 general merchandise wholesalers selling primarily durable goods were moved to SIC 5099.

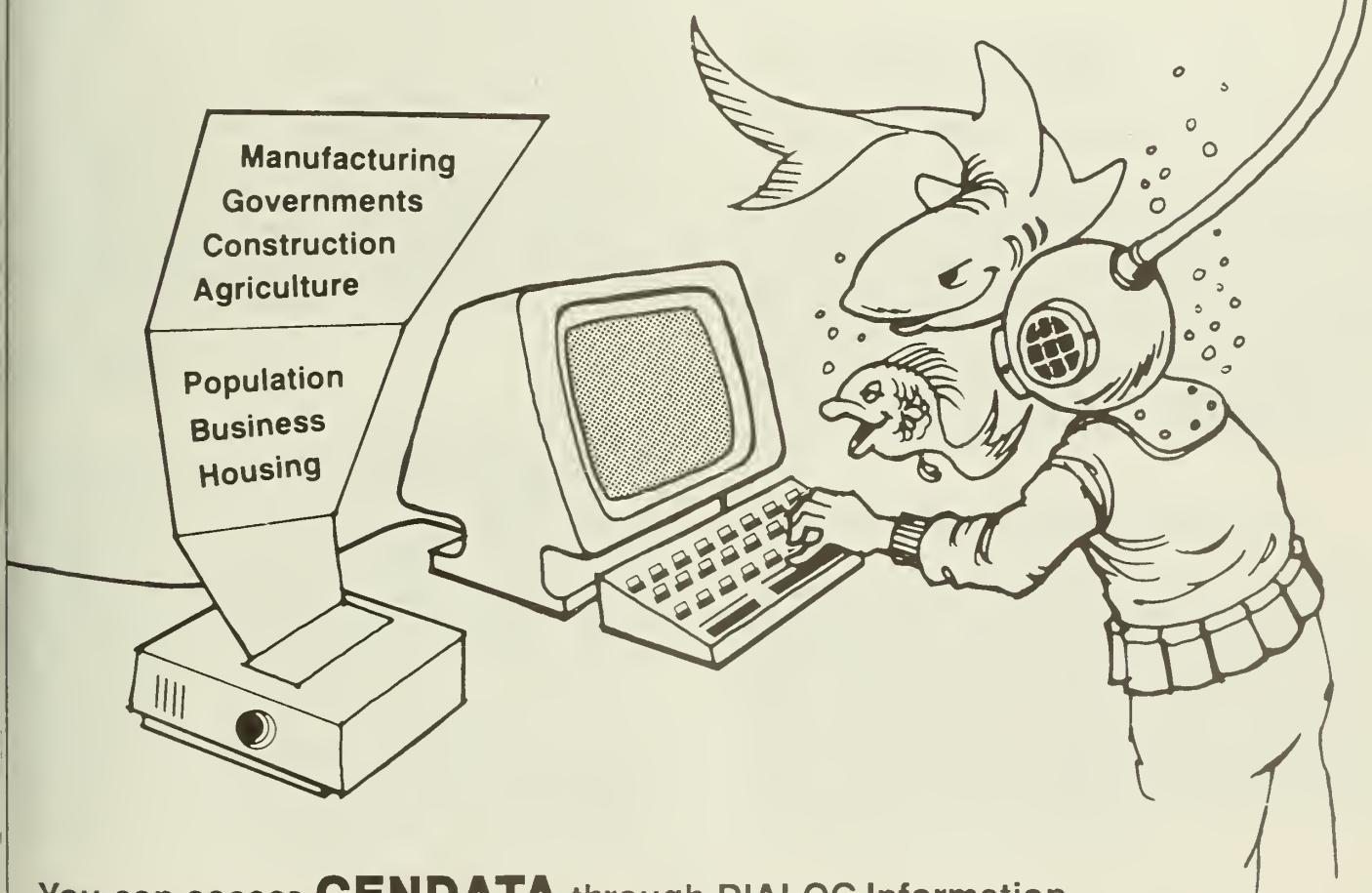


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# PUBLICATION PROGRAM

## 1987 CENSUS OF WHOLESALE TRADE

Publications of the 1987 Census of Wholesale Trade, containing data on wholesale trade establishments with payroll in the United States, are described below. Publications order forms for the specific reports may be obtained from any Department of Commerce district office or from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233. The first results were issued in press releases. Final detailed statistics are issued in separate paperbound reports.

### Final Reports

#### Geographic area series—52 reports (WC87-A-1 to -52)

A separate paperbound report is being published for each State, the District of Columbia, and the United States. Each report presents general statistics on number of establishments, sales, payroll, employment, operating expenses, and inventories for all establishments with payroll. At the State level, data also are presented separately for the following types of wholesale operation: merchant wholesalers; manufacturers' sales branches and offices; and agents, brokers, and commission merchants. Less type-of-operation detail is shown below the State level. For States, MSA's, and counties and places with 200 wholesale establishments or more, statistics are presented by kind of business. Greater kind-of-business detail is shown for larger areas. In addition, data are shown for all places with 2,500 inhabitants or more and all counties (with no kind-of-business detail). For each State, the District of Columbia, and the United States, 1982 data are provided on sales and employees per establishment, sales and payroll per employee, payroll as a percent of operating expenses, and operating expenses and end-of-year inventories as percentages of sales. Comparative statistics showing percent changes in sales and payroll between 1982 and 1987 also are shown by kind of business.

#### Subject series—4 reports (WC87-S-1 to 4)

The first report (WC87-S-1) presents data based on size of establishment, size of company or firm (firm size is based on all establishments operated by a firm within the same kind of business or kind-of-business group for which data are presented), and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms, by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented by kind of business on the number of establishments, sales, payroll, and employment for the United States.

A report (WC87-S-2) on measures of value produced, capital expenditures, depreciable assets, and operating expenses presents data for the United States by major kinds of business. Data also are provided on sales, purchases, and beginning and ending inventories. Measures of value produced include gross margin,

value added, and net income produced at market prices and factor costs. Operating expenses include annual payroll, supplemental labor costs, purchased services, etc.

The commodity line sales report (WC87-S-3) presents data on major categories of commodities sold by wholesale kinds of business for the United States. Data for 15 selected MSA's and 15 selected States will be issued on microfiche only. Tables present data for each kind of business and show, for each commodity line, the number of establishments handling the line and their sales of the line; the percentage of total sales of the kind of business accounted for by each of the lines carried; and, for establishments actually handling a specific line, the percentage of their total sales represented by sales of that line. Summary statistics also are provided for the broad commodity line categories, including counts of establishments and the amount and percent of the line sold by various kinds of wholesale businesses.

A miscellaneous subjects report (WC87-S-4) contains data by kind of business on employment by principal activity, sales by class of customer, inventory valuation methods, commissions and gross selling value of business conducted for others by agents and brokers, and on petroleum bulk stations and terminals. Data are presented for the United States as a whole and, for petroleum bulk stations and terminals, for States and counties.

### Microfiche

Every final published report in the 1987 Census of Wholesale Trade will be available on microfiche.

### Public-Use Computer Tapes and Compact Discs

Selected data also are available on public-use computer tapes and compact discs—read only memory (CD-ROM). For the selected data, these tapes and discs will provide the same information found in the final reports as well as additional information not published in the final reports, such as commodity line sales data for States (WC87-S-3). Computerized data products are available for users who wish to summarize, rearrange, or process large amounts of data. These products, with corresponding technical documentation, are sold by Data User Services Division, Customer Services (Tapes), Bureau of the Census, Washington, DC 20233.

## OTHER ECONOMIC CENSUSES REPORTS

Data on retail trade, service industries, construction industries, manufactures, mineral industries, transportation, enterprise statistics, minority-owned business enterprises, and women-owned businesses also are available from the 1987 Economic Censuses. A separate series of reports covers the censuses of outlying areas—Puerto Rico, Virgin Islands of the United States, Guam, and the Northern Marianas. Separate announcements describing these reports are available free of charge from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233.



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